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The Society of the
Plastics Industry, Inc.

SPI

Financial And Operating Ratios

Survey No. 25
1986

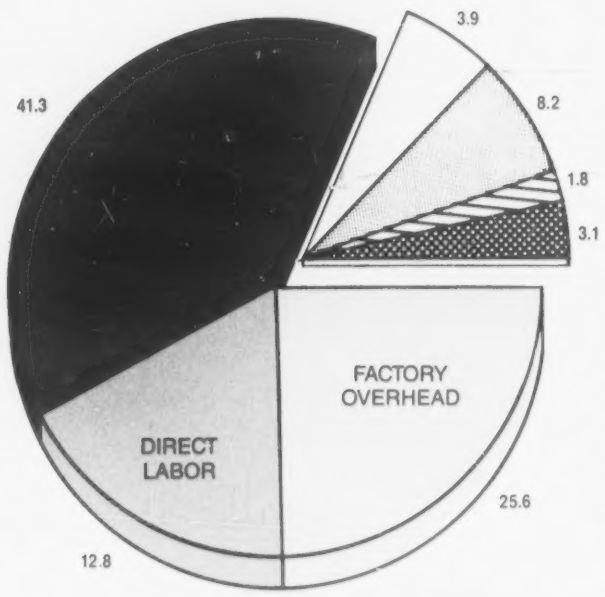
Calendar Year-End 1986
Release Date: July 31, 1987

Plastics Processing Companies

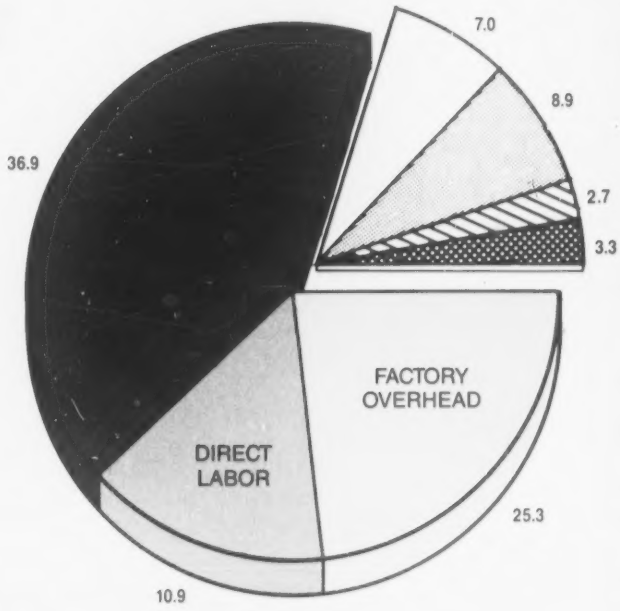
Sponsored by the Financial Management Committee of SPI

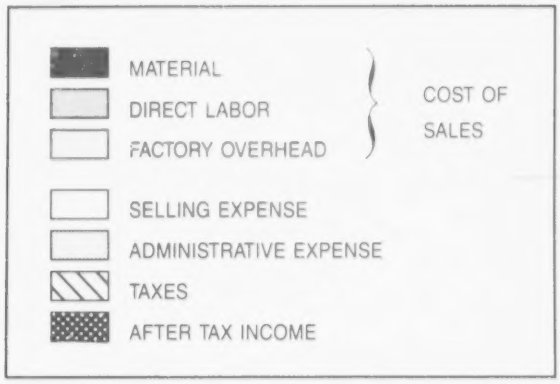
DISTRIBUTION OF SALES DOLLAR SUMMARY

CUSTOM
(Percent)



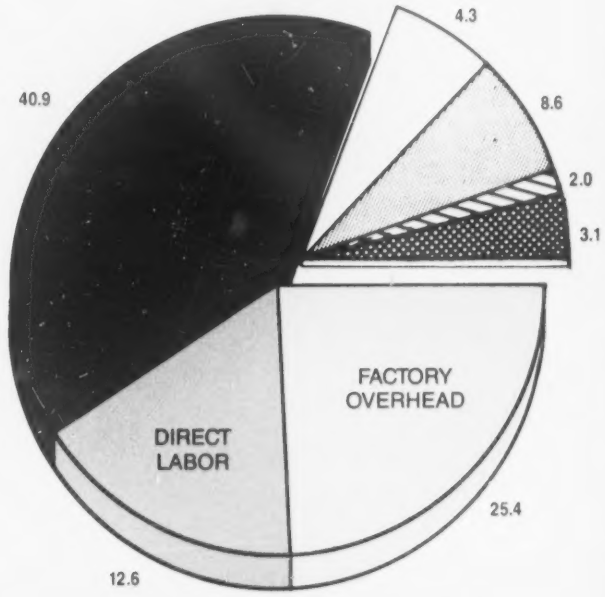
PROPRIETARY
(Percent)





These charts summarize the distribution of the sales dollar for custom processors, proprietary processors and the industry.

INDUSTRY
(Percent)



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FINANCIAL AND OPERATING RATIOS

SURVEY NO. 25 • 1986

PLASTIC PROCESSING COMPANIES

FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
1275 K Street, Suite 400, N.W., Washington, D.C. 20005

HOW TO ORDER

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Release Date: July 31, 1987

About the Financial Management Committee . . .

The Financial Management Committee is comprised of executives from over one hundred plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary Survey, a Labor Survey, and an Employee Benefits Survey.

Besides the survey work, this group also sponsors workshops, conducts seminars and runs conferences for other Operating Units of the Society.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 1275 K Street, Suite 400, N.W., Washington, D.C. 20005.

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HIGHLIGHTS OF SURVEY

The 1986 Financial and Operating Ratios Survey includes data submitted by 150 plastics processing companies. As in previous years, the information has been categorized according to sales group: sales less than $5 million, sales between $5 and $10 million, and sales over $10 million. Within each sales group, data is presented for the industry as a whole, for proprietary vs. custom processors, and for four types of custom processors: injection, compression and reinforced, extrusion, and other. An analysis of this type was not done for proprietary processors due to lack of sufficient returns. Also, information is presented for six end-use application groups: appliances, construction, electronics, medical, packaging, and insurance. As in the case of proprietary processors, there are insufficient returns to permit an analysis of all end-use applications.

All participating firms are classified according to main activity, however, quite a few firms are devoted to more than one activity. In the case of 30 percent or more of a firm's operations being involved in more than one activity, the firm is classified under each. This classification process increased the number of reports processed to 180.

In each table firms are classified as 'less profitable,' 'more profitable' or average ('median') according to the profit before income taxes as reported in the survey. A footnote at the bottom of each table states the criteria for the classification. Further, each table includes operating statements, balance sheets, and ratios. Formulas for the ratios are included in this section.

Some of the results of the 1986 Survey are reported below:

(1) Industry sales increased 7.3 percent between 1985-86 as compared to a 6.6 percent increase between 1984-85 and a 20.9 percent increase between 1983-84.

Sales of custom processors increased 7.6 percent in 1986 vs. a 6 percent increase in 1985 and a 20.7 percent increase in 1984.

Sales of proprietary processors experienced only a 5.7 percent increase in 1986 as compared to a 9 percent increase in 1985 and an 18.9 percent increase in 1984.

(2) The pretax net income to sales ratio for the industry remained at 5.1 percent, the same as the previous year (5.9 percent in 1984 and 4.9 percent in 1983).

The same ratio for custom processors rose slightly as compared to the previous year: 4.9 percent for 1986 vs. 4.8 percent for 1985. The ratios for the two previous years were 5.5 percent (1984) and 4.7 percent (1983).

The pretax net income to sales ratio for proprietary processors rose in 1986: 6.0 percent as compared to 5.7 percent for the previous year. The ratios for 1984 reached a peak of 6.3 percent, much higher than the 5.2 percent of 1983.

(3) Direct labor costs increased for the industry, custom and proprietary processors as compared to 1985: industry — 12.6 percent (1986) vs. 11.6 percent (1985); custom processors — 12.8 percent (1986) vs. 12.3 percent (1985); proprietary processors — 10.9 percent (1986) vs. 10.7 percent (1985).

Direct material costs decreased for proprietary processors but remained relatively stable for custom processors and the industry as a whole. However, factory overhead costs fell across the board in 1986.

(4) The average collection period in 1986 varied from 41 days to 48 days according to sales level for the industry. For proprietary processors the average collection period ranged from 32 to 41 days and from 41 to 49 days for custom processors.

Listed below are the formulas for the ratios in this report. It is possible to compare the ratios calculated from your firm's operations with those calculated from the data in the report by comparing performance of similar organizations (per sales group and process type).

(a) Cost of Sales/Inventory:

$$\frac{\text{(Raw Material Inv. + Work in Process Inv. + Finished Gds. Inv. — LIFO Res.)} \times \text{365 days}}{\text{(Sales as Percentage of Total Assets)} \times \text{(Freight Out \& Warehousing + Dir. Pkg. \& Sh. Supp. + Direct Materials + Direct Labor + Indirect Labor + Utilities + Other Var. Mfg. Exp. + Depr. Exp. + Lease Exp. + Other Fixed Mfg. Expense)}}$$

(b) Average Collection Period: $\frac{\text{Accounts \& Notes Receivable} \times 365}{\text{Sales as Percentage of Total Assets}}$

(c) Profit Before Income Taxes/Assets: $\frac{\text{Profit Before Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Total Assets}}$

(d) Profit Before Income Taxes/Gross Assets: $\frac{\text{Profit Before Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Total Assets + Depreciation Reserve + LIFO Reserve}}$

(e) Cash Return/Gross Assets: $\frac{\text{Profit After Income Tax + Depreciation Expense)} \times \text{(Sales as Percentage of Total Assets}}{\text{Total Assets + Depreciation Reserve + LIFO Reserve}}$

(f) Net Income/Equity: $\frac{\text{(Profit After Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Equity}}$

(g) Processing Costs/lbs. Processed:

$$\frac{\text{Direct Labor + Indirect Labor + Other Variable Mfg. Expense + Depreciation Expense + Lease Expense + Other Fixed Mfg. Expense}}{\text{Lbs. Processed*}}$$

* $\frac{\text{Sales} - \text{(Freight Out \& Warehousing + Direct Packaging + Direct Materials)}}{\text{Net Sales} - \text{Cost of Matls./lbs. Processed}}$

Also, the information presented here can be used to determine liquidity, coverage and leverage. A series of ratios to be calculated are listed below and their function is briefly described.

I Liquidity ratios which test the short-term financial position.

a. Current Ratio: $\frac{\text{Current Assets}}{\text{Current Liabilities}}$ is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

b. The Quick Ratio: $\frac{\text{Cash \& Equivalents + Receivables,}}{\text{Current Liabilities}}$ is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

c. The Average Collection Period: $\frac{\text{Receivables} \times 365}{\text{Annual Sales}}$ shows the mean time to collect from customers. When compared with standard terms, delinquency rates can be calculated. Since this measure compares receivables one day with sales for the enitre year, it is subject to wide seasonal fluctuations. Individual company data should be averaged if seasonal effects are substantial.

d. The Number of Days Supply: $\frac{\text{Total Inventory} \times 365}{\text{Annual Cost of Sales}}$ measures the effectiveness of the firm's inventory management.

II Coverage Ratios which measure ability to service debt.

a. EBIT/Interest. $\frac{\text{Profit Before Income Taxes} + \text{Interest Paid}}{\text{Interest Paid}}$ is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

b. Cash Flow/Current Maturities: $\frac{\text{Profit After Income Taxes} + \text{Depreciation \& Amortization}}{\text{Current Portion of Long-Term Debt}}$ measures the firm's ability to handle the retirement of its term debt. Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

III Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

a. Debt/Worth: $\frac{\text{Total Liabilities}}{\text{Net Worth}}$ expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

b. Fixed/Worth: $\frac{\text{Net Fixed Assets}}{\text{Net Worth}}$ measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets, now shown on the Balance Sheet may alter the implication of this ratio substantially.

IV Operating ratios measure the performance of management.

a. $\frac{\text{Profit Before Taxes}}{\text{Net Worth}} \times 100$ expresses the return on equity capital employed in the business.

b. $\frac{\text{Profit Before Taxes}}{\text{Total Assets}} \times 100$ expresses the return on all the resources available to management.

NUMBER OF FIRMS*

TYPE	CUSTOM MOLDERS & PROCESSORS				PROPRIETARY MOLDERS & PROCESSORS				All Processors
	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	
INJECTION	29	17	7	53	2	6	6	14	67
COMPRESSION	4	1	7	12	1	2	4	7	19
REINFORCED	6	1	3	10	2	1	3	6	16
EXTRUSION	5	7	10	22	1	5	4	10	32
OTHER	20	5	7	32	9	3	2	14	46
TOTAL	64	31	34	129	15	17	19	51	180

*6 firms did not report.

NUMBER OF EMPLOYEES
1986

NUMBER OF EMPLOYEES	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	I[a]	II[b]	III[c]	Total	I	II	III	Total	I	II	III	Total	I	II	III	Total
0 – 49	31	1	1	33	2	1	-	3	5	-	1	5	38	2	2	42
50 – 99	15	9	2	26	2	1	-	3	4	3	-	7	21	13	2	36
100 – 149	1	7	3	11	-	3	2	5	-	1	1	2	1	11	6	18
150 – 199	-	1	7	8	-	-	-	-	-	-	-	-	-	1	7	8
200 – 299	2	4	2	8	-	2	3	5	-	-	-	-	2	6	5	13
300 – 399	-	-	-	-	-	-	3	3	-	1	-	1	-	1	3	4
400 – 500	-	-	4	4	-	-	-	-	-	-	1	1	-	-	5	5
500 and over	-	1	4	5	-	-	-	-	-	-	2	2	-	1	6	7
Total	49	23	23	95	4	7	8	19	9	5	5	19	62	35	36	133
Total Employees	2,668	3,164	7,423	13,255	238	943	2,008	3,189	433	718	1,960	3,111	3,339	4,825	11,391	19,555

a) I – Sales less than $5 Million
b) II – Sales $5 Million to $10 Million
c) III – Sales $10 Million or more
d) 17 firms did not report

GEOGRAPHICAL DISTRIBUTION OF RESPONDING FIRMS

REGION	STATE	TOTAL
1	CONNECTICUT	1
	MASSACHUSETTS	5
	NEW HAMPSHIRE	1
	RHODE ISLAND	1
	VERMONT	2
	TOTAL	10
2	NEW JERSEY (Northern)	5
	TOTAL	5
3	DELAWARE	2
	NEW JERSEY (Lower)	2
	NEW YORK	5
	PENNSYLVANIA	5
	TOTAL	14
4	FLORIDA	1
	GEORGIA	2
	NORTH CAROLINA	3
	SOUTH CAROLINA	4
	TENNESSEE	1
	VIRGINIA	3
	WEST VIRGINIA	1
	TOTAL	15
5	ILLINOIS (Excluding Chicago)	8
	INDIANA	6
	MICHIGAN	15
	OHIO (Excluding Cincinnati-Dayton)	14
	WISCONSIN	10
	TOTAL	53

REGION	STATE	TOTAL
6	KENTUCKY	1
	OHIO (Cincinnati-Dayton)	11
	TOTAL	12
7	ILLINOIS (Chicago Area)	2
	TOTAL	2
8	MINNESOTA	5
	MISSOURI	2
	NEBRASKA	1
	TOTAL	8
9	ARKANSAS	1
	OKLAHOMA	2
	TEXAS	6
	TOTAL	9
10	COLORADO	3
	TOTAL	3
11	OREGON	2
	WASHINGTON	2
	TOTAL	4
12	NORTHERN CALIFORNIA	1
	TOTAL	1
13	SOUTHERN CALIFORNIA	11
	TOTAL	11
	CANADA	1
	GRAND TOTAL	148

2 Firms did not report

BASIS ON WHICH RATIOS WERE REPORTED

BASIS	NO. OF RESPONSES
CALENDAR YEAR	69
JANUARY	3
FEBRUARY	1
MARCH	6
APRIL	2
MAY	3
JUNE	19
JULY	6
AUGUST	7
SEPTEMBER	23
OCTOBER	9
NOVEMBER	2
TOTAL	150

PERCENTAGE CHANGE IN NET SALES
1985-1986

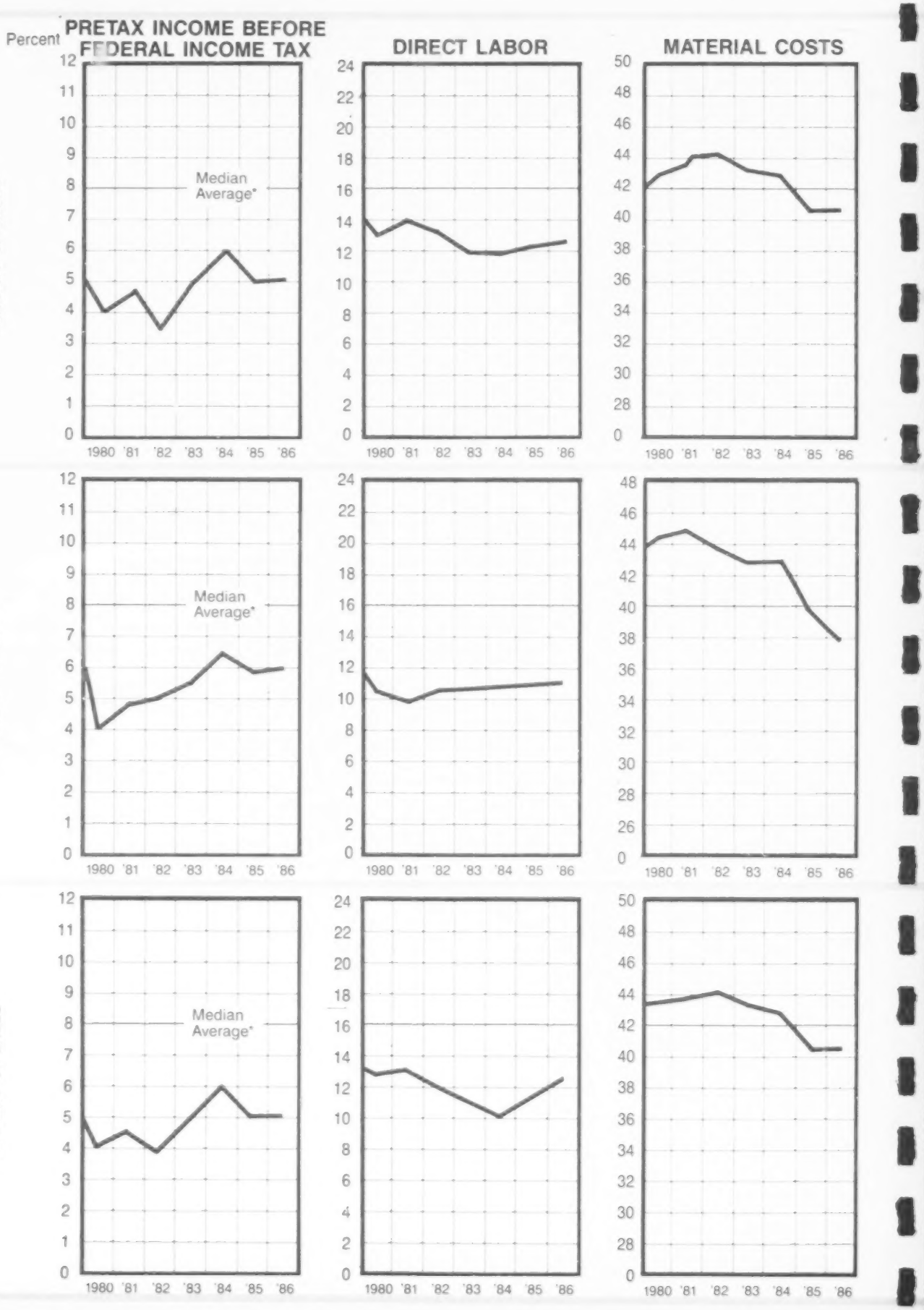
PERCENT	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million $10 Million	$10 Million or More	Total
-10 or less	12	2	1	15	1	3	-	4	1	1	-	2	14	6	1	21
0 to - 9.9	9	3	6	18	1	-	2	3	2	2	-	4	12	5	8	25
0 to 9.9	17	4	3	24	2	3	2	7	2	-	1	3	21	7	6	34
10 to 19.9	2	11	11	24	1	2	2	5	-	-	3	3	3	13	16	32
20 to 29.9	7	3	1	11	-	-	1	1	1	-	1	2	8	3	3	14
30 to 39.9	4	1	1	6	-	-	2	2	-	1	2	3	4*	2	5	11
40 or more	3	-	2	5	-	-	-	-	-	-	-	-	3	-	2	5
TOTAL	54	24	25	103	5	8	9	22	6	4	7	17	65	36	41	142
MEDIAN CHANGE	3.5	12.7	12.2	7.6	2.5	3.3	12.5	5.7	0	-5.0	18.3	8.3	3.1	9.9	13.4	7.3
MEDIAN CHANGE 1984-85	1.5	7.5	6.6	6.0	11.5	10.8	6.7		9.0	-	-	-	3.0	7.6	6.7	6.6

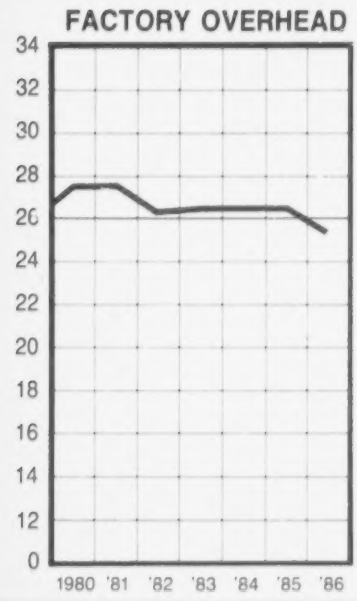
6 firms did not report

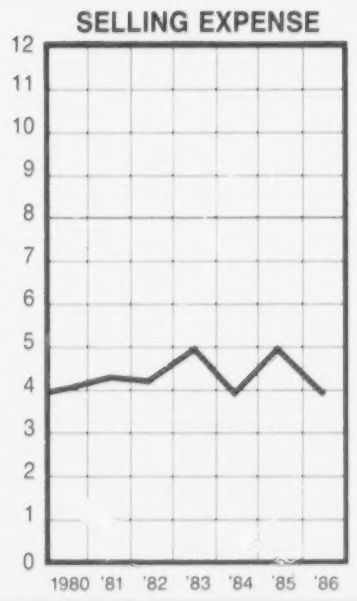
COMPARISON ON PROFIT BEFORE TAXES 1985-86
FOR INDUSTRY GROUPS
(in percent)

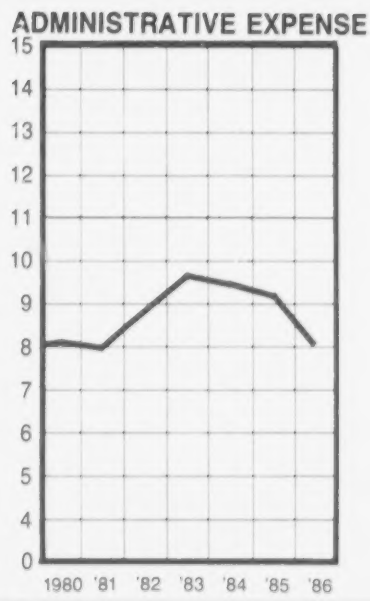
GROUP	SALES LESS THAN $5 MILLION		SALES $5-$10 MILLION		SALES $10 MILLION OR MORE	
	1986	1985	1986	1985	1986	1985
INDUSTRY	2.5	4.1	5.8	5.9	6.8	5.9
PROPRIETARY	4.5	6.0	4.9	5.9	8.5	5.1
CUSTOM	2.2	4.0	5.8	5.1	6.6	6.1
INJECTION	3.2	2.0	1.4	5.9	8.5	5.9
COMPRESSION & REINFORCED	6.4	4.9	3.4	1.9	4.8	6.6
EXTRUSION	1.1	1.5	10.5	8.3	5.1	5.5
OTHER PROCESS TYPES	1.4	4.9	10.0	8.5	6.3	6.3

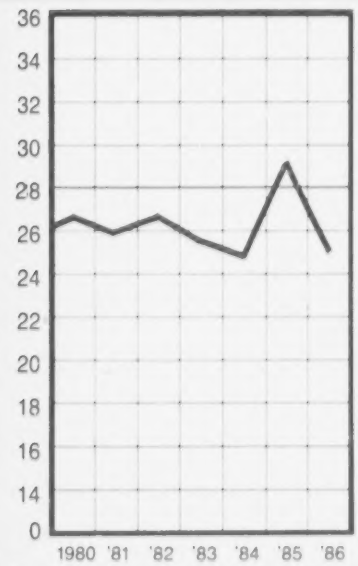
TRENDS IN PROFITS AND COSTS FOR PERIOD 1980 - 1986

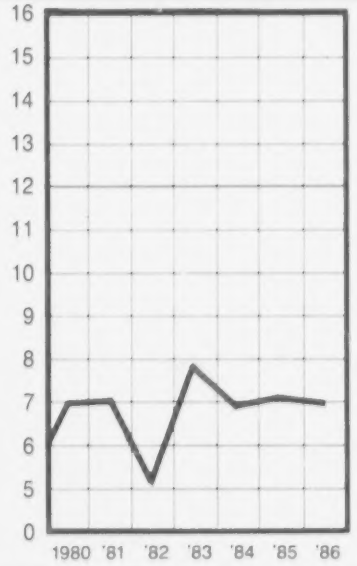


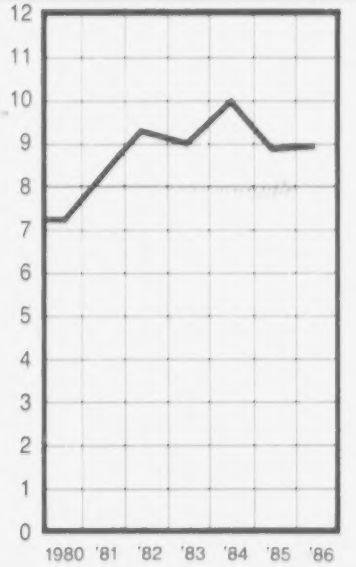


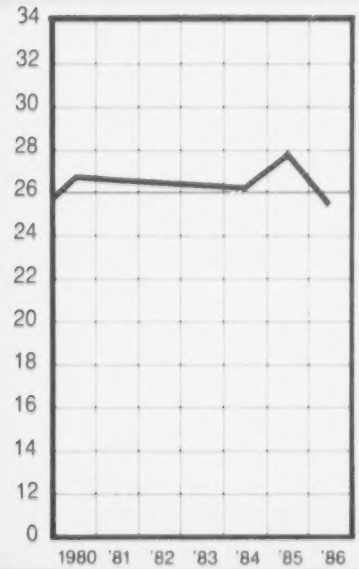


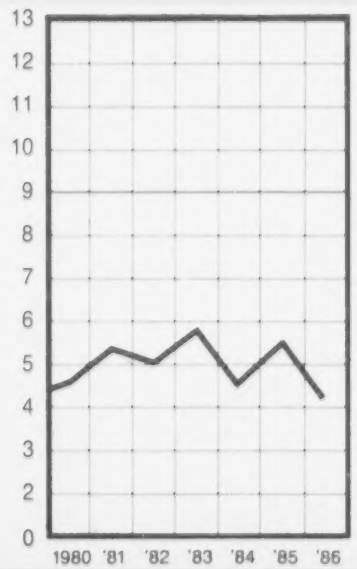


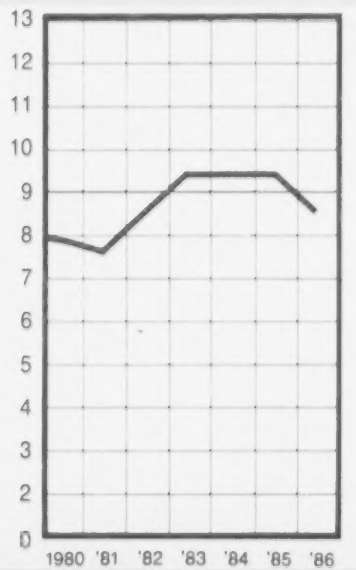












Average* — Half of the firms reporting had ratios above this line and half below this line.

DETAILED TABLES — SALES $10 MILLION OR MORE
PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

PROPRIETARY PROCESSORS BY SALES GROUPS
SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.5	.3	1.0	Freight Out & Warehousing	2.7	.4	1.6
1.4	2.2	2.9	Direct Packaging & Shipping Supplies	2.8	1.2	1.6
45.1	44.2	37.3	Direct Materials	35.6	42.0	33.6
10.2	11.7	10.1	Direct Labor	13.9	10.6	9.2
11.4	8.5	8.1	Indirect Labor	10.9	8.4	6.7
3.2	2.1	2.3	Utilities	4.8	2.3	2.3
5.6	5.6	5.1	Other Variable Mfg. Expense	5.0	7.9	4.2
2.1	2.9	3.1	Depreciation Expense	2.1	2.4	3.1
.6	.5	.5	Lease Expense	2.2	0	.3
2.5	2.5	2.5	Other Fixed Mfg. Expense	2.0	4.1	3.6
.5	0	.4	Net on Tool Transactions	.1	0	1.5
1.3	1.5	2.5	Sales Commissions	.8	.4	2.1
3.7	3.3	2.2	Other Sales Expense	5.7	5.8	6.0
5.4	5.1	4.8	Administrative Expense	4.3	2.9	5.5
.4	.3	.4	Engineering Expense	.8	.7	0
.6	.9	1.3	Research & Development Expense	.6	0	1.3
4.5	8.4	15.5	Operating Earnings	5.7	10.9	17.4
.8	.7	.4	Interest	1.4	1.9	2.2
.7	1.1	3.3	Misc. (Income) or Expense	.8	.5	2.3
3.0	6.8	11.8	Profit Before Income Taxes	3.5	8.5	12.9
.4	2.1	4.1	Federal Income Tax	.4	3.6	4.1
.1	.7	.7	Other Income Taxes	.1	.3	.9
2.5	4.0	7.0	PROFIT AFTER INCOME TAXES	3.0	4.6	7.9
148.1%	195.7%	223.9%	Sales as Percentage of Total Assets	130.7%	174.7%	224.9%
			Balance Sheets			
.5	4.2	6.5	Cash & Equivalents	1.4	7.0	8.7
21.4	24.9	21.2	Accounts & Notes Receivable	12.9	16.5	20.4
8.5	8.3	6.7	Raw Material Inventory	6.6	6.0	7.1
2.4	2.4	1.7	Work in Process Inventory	2.8	2.5	1.3
7.2	7.7	9.8	Finished Goods Inventory	9.9	8.9	10.3
2.5	1.9	3.2	LIFO Reserve	1.6	1.4	2.9
.6	.2	.6	Packaging & Shipping Supplies	.5	0	.4
2.5	6.7	4.6	Other Current Assets	3.6	1.0	2.3
40.6	52.4	47.9	CURRENT ASSETS	36.1	40.5	47.6
20.5	26.4	21.2	Land & Buildings, at Cost	21.0	28.7	20.9
4.2	9.2	6.8	Depreciation Reserve	3.9	8.2	6.8
50.0	60.9	61.9	Machinery & Equipment, at Cost	38.6	61.6	51.9
20.9	33.4	31.3	Depreciation Reserve	14.6	36.0	29.6
4.0	3.1	3.2	Molds, Tools, & Dies, at Cost	3.7	5.0	13.4
2.0	2.2	2.4	Depreciation Reserve	.8	2.7	8.2
12.0	2.0	6.3	Other Long-Term Assets	19.9	11.1	10.8
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
2.9	1.3	1.9	Current Portion of Term Debt	3.2	.8	2.1
6.6	5.7	5.6	Notes Payable	11.2	0	5.8
8.7	9.0	12.1	Accounts Payable, Trade	8.6	8.8	11.3
10.2	6.9	4.6	Other Payables & Accruals	8.0	4.6	10.1
3.6	3.3	6.8	Provision for Income Taxes	.7	5.7	3.8
32.0	26.2	31.0	CURRENT LIABILITIES	31.7	19.9	33.1
.5	0	.4	Real Estate Mortgages	0	.9	.2
15.6	9.0	9.6	Other Long-Term Debt	.7	8.2	10.1
48.1	35.2	41.0	TOTAL LIABILITIES	32.4	29.0	43.4
51.9	64.8	59.0	EQUITY (NET WORTH)	67.6	71.0	56.6
			Statistical Data			
$70,418	$75,379	$90,801	Net Sales/Number of All Employees	$74,319	$7[illegible]3	$95,126
61.4%	62.0%	64.6%	Prod. Man Hrs./Available Mach. Hrs.	63.8%	[illegible]4.0%	67.5%
$40.21	$42.75	$45.79	Net Sales/All Employees Man Hours	$36.95	$39.91	$54.01
279.21%	311.2%	358.6%	Net Sales/Total Employment Costs	269.3%	320.4%	466.1%
$64.90	$69.53	$71.45	Net Sales/Production Worker Man Hrs.	$46.95	$62.57	$79.00
436.8%	467.3%	617.5%	Net Sales/Prod. Worker Emp. Costs	501.0%	514.8%	640.0%
$.81	$1.94	$1.18	Net Sales—Cost of Matls./lbs. Proc.	$.69	$.86	$1.27
$.50	$.49	$.40	Total Mfg. Payroll/lbs. Processed	$.34	$.26	$.25
6.9%	13.4%	21.0%	Percent Change in Sales, '86 vs '85	6.8%	12.5%	21.2%
46.0	38.2	33.5	Cost of Sales/Inventory	60.3	42.2	38.7
52.7	46.4	34.6	Average Collection Period	36.0	34.5	33.1
4.4%	13.3%	26.4%	Profit Before Income Taxes/Assets	4.6%	14.8%	29.0%
3.4%	9.1%	18.4%	Profit Before Income Taxes/Gross Assets	3.8%	10.0%	19.7%
5.3%	9.2%	15.7%	Cash Return/Gross Assets	5.5%	8.3%	16.8%
7.1%	7.8%	26.6%	Net Income/Equity	5.8%	11.3%	31.4%
$.55	$.60	$.64	Processing Costs*/lbs. Processed	$.48	$.54	$.59

*PBIT less than 6.8 percent
**PBIT more than 6.8 percent

*PBIT less than 8.5 percent
**PBIT more than 8.5 percent

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
.5	.2	.6	Freight Out & Warehousing			
1.6	1.8	2.4	Direct Packaging & Shipping Supplies			
49.2	46.2	43.2	Direct Materials			
9.3	12.2	10.7	Direct Labor			
12.0	8.6	9.8	Indirect Labor			
3.1	2.1	2.8	Utilities			
5.5	4.9	4.3	Other Variable Mfg. Expense			
2.9	2.9	3.1	Depreciation Expense			
.4	0	.7	Lease Expense			
1.2	1.0	1.6	Other Fixed Mfg. Expense			
.6	(.2)	.4	Net on Tool Transactions			
1.3	.1	.9	Sales Commissions			
3.6	3.9	2.7	Other Sales Expense			
5.8	5.9	5.1	Administrative Expense			
.3	1.3	.3	Engineering Expense			
.7	1.1	1.1	Research & Development Expense			
2.0	8.0	10.6	Operating Earnings			
0	.4	.9	Interest			
.1	1.0	1.3	Misc. (Income) or Expense			
1.9	6.6	8.4	Profit Before Income Taxes			
.4	2.8	2.9	Federal Income Tax			
.1	0	1.3	Other Income Taxes			
1.4	3.8	4.2	PROFIT AFTER INCOME TAXES			
203.7%	213.5%	218.3%	Sales as Percentage of Total Assets			
			Balance Sheets			
.1	4.3	5.3	Cash & Equivalents			
27.1	26.1	21.8	Accounts & Notes Receivable			
8.8	9.8	8.2	Raw Material Inventory			
3.3	.4	2.1	Work in Process Inventory			
6.2	6.3	4.9	Finished Goods Inventory			
1.2	0	.4	LIFO Reserve			
.1	.9	.9	Packaging & Shipping Supplies			
.6	6.4	6.8	Other Current Assets			
45.0	54.2	49.6	CURRENT ASSETS			
20.3	26.0	21.7	Land & Buildings, at Cost			
4.5	9.9	6.4	Depreciation Reserve			
51.1	54.9	56.3	Machinery & Equipment, at Cost			
22.6	30.9	27.2	Depreciation Reserve			
3.4	8.6	2.6	Molds, Tools, & Dies, at Cost			
1.2	4.4	.9	Depreciation Reserve			
8.5	1.5	4.3	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.8	1.3	1.3	Current Portion of Term Debt			
4.0	9.0	5.5	Notes Payable			
13.1	18.2	12.5	Accounts Payable, Trade			
12.0	4.3	7.8	Other Payables & Accruals			
2.1	2.5	2.7	Provision for Income Taxes			
34.0	35.3	29.8	CURRENT LIABILITIES			
.1	0	.6	Real Estate Mortgages			
18.7	7.1	7.1	Other Long-Term Debt			
52.8	42.4	37.5	TOTAL LIABILITIES			
47.2	57.6	62.5	EQUITY (NET WORTH)			
			Statistical Data			
$75,409	$81,741	$84,403	Net Sales/Number of All Employees			
60.3%	NA	63.3%	Prod. Man Hrs./Available Mach. Hrs.			
$37.69	$41.08	$43.98	Net Sales/All Employees Man Hours			
317.5%	291.2%	318.1%	Net Sales/Total Employment Costs			
$62.60	$59.80	$69.50	Net Sales/Production Worker Man Hrs.			
521.0%	480.9%	527.0%	Net Sales/Prod. Worker Emp. Costs			
$.69	$1.16	$1.41	Net Sales—Cost of Matls./lbs. Proc.			
$.39	$.37	$.36	Total Mfg. Payroll/lbs. Processed			
10.4%	12.2%	20.1%	Percent Change in Sales, '86 vs '85			
35.8	35.3	31.4	Cost of Sales/Inventory			
40.6	77.6	36.4	Average Collection Period			
3.9%	14.1%	18.3%	Profit Before Income Taxes/Assets			
3.0%	9.7%	13.6%	Profit Before Income Taxes/Gross Assets			
6.8%	7.7%	11.8%	Cash Return/Gross Assets			
6.0%	14.1%	14.7%	Net Income/Equity			
$.49	$.71	$.86	Processing Costs*/lbs. Processed			

*PBIT less than 6.6 percent
**PBIT more than 6.6 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SALES $10 MILLION OR MORE			Operating Statements	SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.3	.7	.8	Freight Out & Warehousing	0	.2	.4
2.8	2.8	1.8	Direct Packaging & Shipping Supplies	.3	.3	1.5
34.1	39.6	37.7	Direct Materials	34.0	49.5	47.0
13.9	12.7	8.7	Direct Labor	14.6	7.5	10.8
11.9	13.9	12.4	Indirect Labor	13.8	7.4	9.0
4.1	2.7	4.0	Utilities	3.8	2.4	1.7
8.4	5.8	6.4	Other Variable Mfg. Expense	11.0	13.2	5.3
3.8	2.7	5.6	Depreciation Expense	2.6	4.5	2.2
.1	.1	.7	Lease Expense	.1	.3	0
2.9	2.3	.8	Other Fixed Mfg. Expense	3.5	1.5	2.4
1.3	(.8)	.7	Net on Tool Transactions	.2	.1	0
1.7	.7	1.1	Sales Commissions	.3	1.5	.2
1.9	3.2	1.9	Other Sales Expense	4.1	2.8	4.7
8.3	3.0	5.9	Administrative Expense	7.4	2.6	3.2
1.3	.4	.4	Engineering Expense	.7	0	0
.5	0	0	Research & Development Expense	.5	.7	0
2.7	10.2	11.1	Operating Earnings	3.1	5.5	11.6
(.2)	2.1	(.9)	Interest	3.2	.3	2.9
(1.0)	(.4)	(.5)	Misc. (Income) or Expense	.6	.4	1.1
3.9	8.5	12.5	Profit Before Income Taxes	(.7)	4.8	7.6
2.4	3.2	2.3	Federal Income Tax	8.1	1.9	3.0
.2	.3	.2	Other Income Taxes	.4	0	.2
1.3	5.0	10.0	PROFIT AFTER INCOME TAXES	(9.2)	2.9	4.4
181.7%	182.2%	249.9%	Sales as Percentage of Total Assets	194.5%	200.1%	208.0%
			Balance Sheets			
.8	3.2	10.2	Cash & Equivalents	7.7	4.1	4.0
22.4	20.4	19.1	Accounts & Notes Receivable	23.7	20.6	21.1
6.2	10.2	6.7	Raw Material Inventory	3.2	5.7	10.1
1.5	2.3	1.3	Work in Process Inventory	2.4	4.9	1.2
4.2	7.0	3.7	Finished Goods Inventory	2.9	2.3	7.0
1.5	0	0	LIFO Reserve	0	2.3	0
.1	.3	.1	Packaging & Shipping Supplies	.4	0	0
5.9	17.6	1.7	Other Current Assets	2.3	4.7	9.9
39.6	61.0	42.8	CURRENT ASSETS	42.6	40.0	53.3
36.0	23.6	19.9	Land & Buildings, at Cost	24.6	27.4	26.1
6.5	6.9	4.4	Depreciation Reserve	2.5	11.7	6.1
52.5	40.9	62.7	Machinery & Equipment, at Cost	52.6	43.4	34.5
24.3	20.3	31.3	Depreciation Reserve	18.8	24.8	12.4
2.6	3.9	4.1	Molds, Tools, & Dies, at Cost	1.7	7.6	7.2
1.6	2.3	3.1	Depreciation Reserve	.9	4.3	4.6
1.7	.1	9.3	Other Long-Term Assets	.7	22.4	2.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.5	1.5	1.0	Current Portion of Term Debt	2.8	2.8	1.2
10.2	8.3	.5	Notes Payable	11.0	10.5	6.0
11.3	12.8	14.1	Accounts Payable, Trade	10.9	8.1	17.5
5.8	8.3	9.1	Other Payables & Accruals	12.4	1.8	5.7
1.5	5.3	.2	Provision for Income Taxes	1.1	.9	4.2
32.3	36.2	24.9	CURRENT LIABILITIES	38.2	24.1	34.6
1.0	0	1.6	Real Estate Mortgages	2.4	0	.9
28.1	8.7	7.8	Other Long-Term Debt	19.6	8.6	7.3
61.4	44.9	34.3	TOTAL LIABILITIES	60.2	32.7	42.8
38.6	55.1	65.7	EQUITY (NET WORTH)	39.8	67.3	57.2
			Statistical Data			
$74,401	$80,178	$89,070	Net Sales/Number of All Employees	$57,986	$75,077	$82,638
55.0%	63.3%	63.3%	Prod. Man Hrs./Available Mach. Hrs.	56.0%	60.1%	62.0%
$35.77	$40.72	$45.54	Net Sales/All Employees Man Hours	$28.14	$38.76	$39.71
288.31%	296.9%	374.0%	Net Sales/Total Employment Costs	257.3%	377.5%	388.7%
$55.53	$56.15	$86.00	Net Sales/Production Worker Man Hrs.	$39.64	$48.10	$56.20
509.0%	545.0%	608.0%	Net Sales/Prod. Worker Emp. Costs	428.6%	487.1%	484.6%
$2.16	$2.38	$1.96	Net Sales—Cost of Matls./lbs. Proc.	NA	$.65	$.85
$.55	$.53	$.47	Total Mfg. Payroll/lbs. Processed	NA	$.43	$.26
2.3%	17.8%	38.5%	Percent Change in Sales, '86 vs '85	4.3%	5.8%	12.4%
25.4	46.9	21.7	Cost of Sales/Inventory	19.1	22.3	40.0
45.0	40.9	27.9	Average Collection Period	44.5	37.6	37.0
7.1%	15.5%	31.2%	Profit Before Income Taxes/Assets	(1.4%)	9.6%	15.8%
5.3%	7.0%	22.5%	Profit Before Income Taxes/Gross Assets	(1.1%)	6.7%	12.8%
6.9%	10.8%	28.1%	Cash Return/Gross Assets	(10.5%)	10.4%	11.2%
6.1%	16.5%	38.0%	Net Income/Equity	(45.0%)	8.6%	16.0%
$1.07	$1.68	$1.27	Processing Costs*/lbs. Processed	NA	$.48	$.52

*PBIT less than 8.5 percent
**PBIT more than 8.5 percent

*PBIT less than 4.8 percent
**PBIT more than 4.8 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS SALES GROUPS
SURVEY NO. 25, 1986

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SALES $10 MILLION OR MORE			Operating Statements
Less Profitable*	Median	More Profitable**	
100.0	100.0	100.0	Net Sales
1.1	2.9	.8	Freight Out & Warehousing
1.0	2.3	2.2	Direct Packaging & Shipping Supplies
66.2	53.4	47.7	Direct Materials
4.9	7.8	7.5	Direct Labor
3.9	5.6	5.7	Indirect Labor
1.7	3.5	1.8	Utilities
4.3	2.5	1.4	Other Variable Mfg. Expense
1.7	3.0	3.4	Depreciation Expense
0	.5	.6	Lease Expense
2.1	2.0	5.1	Other Fixed Mfg. Expense
0	0	1.3	Net on Tool Transactions
1.7	.7	.4	Sales Commissions
4.4	5.1	4.5	Other Sales Expense
5.0	4.1	5.7	Administrative Expense
0	.2	0	Engineering Expense
1.5	.2	.8	Research & Development Expense
.5	6.2	11.1	Operating Earnings
1.9	.8	.2	Interest
.5	.3	(2.8)	Misc. (Income) or Expense
(1.9)	5.1	13.7	Profit Before Income Taxes
(.9)	.6	6.1	Federal Income Tax
(.1)	.4	.9	Other Income Taxes
(.9)	4.1	6.7	PROFIT AFTER INCOME TAXES
241.9%	211.2%	228.8%	Sales as Percentage of Total Assets
			Balance Sheets
8.8	.5	11.8	Cash & Equivalents
30.3	26.2	19.3	Accounts & Notes Receivable
23.2	10.1	10.4	Raw Material Inventory
.2	6.2	.5	Work in Process Inventory
1.2	6.2	9.1	Finished Goods Inventory
1.8	.9	.6	LIFO Reserve
.1	.2	.2	Packaging & Shipping Supplies
1.6	2.3	3.8	Other Current Assets
63.6	50.8	54.5	CURRENT ASSETS
16.1	13.8	13.6	Land & Buildings, at Cost
2.3	6.6	5.5	Depreciation Reserve
39.6	77.4	44.1	Machinery & Equipment, at Cost
22.4	36.1	23.3	Depreciation Reserve
1.2	0	6.4	Molds, Tools, & Dies, at Cost
.9	.0	3.5	Depreciation Reserve
5.1	.7	13.7	Other Long-Term Assets
100.0	100.0	100.0	TOTAL ASSETS
1.9	1.0	1.0	Current Portion of Term Debt
0	0	18.9	Notes Payable
12.7	16.1	10.8	Accounts Payable, Trade
33.0	5.9	13.7	Other Payables & Accruals
.8	5.9	4.2	Provision for Income Taxes
48.4	28.9	48.6	CURRENT LIABILITIES
0	0	1	Real Estate Mortgages
12.1	.1	5.2	Other Long-Term Debt
60.5	29.0	54.2	TOTAL LIABILITIES
39.5	71.0	45.8	EQUITY (NET WORTH)
			Statistical Data
$130,416	$138,329	$144,150	Net Sales/Number of All Employees
65.0%	73.0%	70.0%	Prod. Man Hrs./Available Mach. Hrs.
NA	$67.33	$96.45	Net Sales/All Employees Man Hours
NA	495.0%	657.2%	Net Sales/Total Employment Costs
NA	$90.00	$131.50	Net Sales/Production Worker Man Hrs.
NA	616.0%	640.0%	Net Sales/Prod. Worker Emp. Costs
$.32	$.37	$.80	Net Sales—Cost of Matls./lbs. Proc.
$.12	$.10	$.08	Total Mfg. Payroll/lbs. Processed
3.3%	6.3%	18.8%	Percent Change in Sales, '86 vs '85
39.6	44.7	40.6	Cost of Sales/Inventory
45.7	45.3	30.8	Average Collection Period
(4.6%)	10.8%	31.4%	Profit Before Income Taxes/Assets
(3.6%)	7.5%	23.6%	Profit Before Income Taxes/Gross Assets
1.5%	10.4%	17.4%	Cash Return/Gross Assets
(5.5%)	12.2%	33.5%	Net Income/Equity
$.19	$.22	$.41	Processing Costs*/lbs. Processed

*PBIT less than 5.1 percent
**PBIT more than 5.1 percent

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**
100.0	100.0	100.0
1.7	2.6	.1
1.7	2.5	3.8
38.6	39.7	42.9
11.7	10.4	12.1
10.8	8.7	10.9
3.7	3.6	2.6
7.6	4.0	4.5
3.3	3.4	2.3
.9	0	.1
1.3	1.9	1.7
.9	.3	(.3)
2.5	.4	1.0
3.6	5.8	1.8
4.5	6.2	7.1
.2	.8	.9
.8	.9	.9
6.2	8.8	7.6
2.4	2.0	.1
.5	.5	(.6)
3.3	6.3	8.1
1.3	2.1	2.2
0	.1	.2
2.0	4.1	5.7
181.0%	157.7%	169.8%
1.1	.5	4.0
25.6	19.0	19.7
7.9	6.7	6.3
3.5	6.4	1.6
10.0	3.7	4.2
2.4	1.1	1.3
1.5	.4	.4
5.1	2.1	16.2
52.3	37.7	51.1
20.7	25.4	21.6
7.2	15.4	6.6
52.0	73.1	43.6
26.0	31.2	19.5
3.9	1.7	0
3.1	.6	0
7.4	9.3	9.8
100.0	100.0	100.0
3.6	2.5	1.1
6.5	0	4.9
17.2	8.8	10.0
8.5	4.8	5.7
1.3	0	2.2
37.1	16.1	23.9
0	0	0
21.4	19.6	6.7
58.5	35.7	30.6
41.5	64.3	69.4
$71,213	$75,433	$77,366
60.0%	64.6%	69.6%
$37.69	$41.66	$42.28
284.0%	291.2%	305.8%
NA	$59.80	$54.53
457.0%	500.0%	471.5%
$.89	$.93	$1.54
NA	$.32	$.60
12.6%	14.4%	14.9%
47.1	47.3	28.7
51.6	44.0	42.4
6.0%	9.9%	13.8%
4.3%	6.7%	10.8%
6.9%	8.0%	10.7%
8.7%	10.1%	14.0%
$.60	$.54	$.99

*PBIT less than 6.3 percent
**PBIT more than 6.3 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.6	.3	1.3	Less Adjustments & Allowances	.8	.9	1.2
99.4	99.7	98.7	Net Sales	99.2	99.1	98.8
35.4	38.3	37.4	Direct Materials	39.0	39.9	37.7
16.5	16.6	12.5	Direct Labor	11.7	11.2	8.6
9.2	4.0	5.6	Indirect Labor	9.1	7.8	5.8
4.2	5.2	2.5	Utilities	3.4	3.1	2.9
3.9	2.5	3.2	Depreciation	3.7	3.9	3.7
17.1	15.9	12.9	Other Mfg. Expense	11.7	12.2	13.0
.1	1.0	0	Net on Tool Transactions	.4	0	0
6.8	1.1	3.2	Selling Expenses	7.6	5.1	4.3
10.0	10.2	10.4	Administrative Expense	11.6	9.1	7.6
(3.8)	4.3	11.0	Operating Earnings	1.0	6.8	15.2
(1.2)	1.8	3.2	Other Income or (Expense)	.8	1.0	5.1
(2.6)	2.5	7.8	Profit Before Income Taxes	.2	5.8	10.1
0	.9	2.6	Income Taxes	(.1)	2.1	4.0
(2.6)	1.6	5.2	PROFIT AFTER INCOME TAXES	.3	3.7	6.1
228.3%	249.3%	255.1%	Sales as Percentage of Total Assets	220.1%	196.9%	215.0%
			Balance Sheets			
5.0	5.0	12.4	Cash	4.3	9.1	5.2
26.0	28.1	25.7	Accounts & Notes Receivable	31.1	25.7	25.7
25.2	18.8	17.2	Inventory	20.9	18.9	18.4
4.1	7.0	5.1	Other Current Assets	3.9	5.7	6.1
60.3	58.9	60.4	CURRENT ASSETS	60.2	59.4	55.4
18.0	4.4	7.2	Land & Buildings, at Cost	14.5	12.4	11.5
6.6	.5	1.5	Depreciation Reserve	4.4	3.2	1.9
61.1	34.3	56.1	Machinery & Equipment, at Cost	69.4	62.3	55.1
36.1	7.1	30.0	Depreciation Reserve	49.1	41.0	28.1
3.3	10.0	7.8	Other Long-Term Assets	9.4	10.1	8.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.2	6.1	5.9	Current Portion of Term Debt	7.8	2.8	7.0
15.3	19.6	20.1	Notes Payable	21.7	11.7	8.9
18.9	26.5	14.3	Accounts Payable, Trade	15.2	13.3	12.3
11.3	6.6	7.8	Other Payables & Accruals	12.9	11.1	11.4
53.7	58.8	48.1	CURRENT LIABILITIES	57.6	38.9	39.6
9.9	8.5	3.4	Other Long-Term Debt	9.6	5.7	2.0
63.6	67.3	51.5	TOTAL LIABILITIES	67.2	44.6	41.6
36.4	32.7	48.5	EQUITY (NET WORTH)	32.8	55.4	58.4
			Statistical Data			
.1%	3.1%	7.3%	Percent Change in Sales, '86 vs '85	.3%	9.9%	8.5%
46.4	33.2	32.6	Cost of Sales/Inventory	43.7	44.3	42.8
41.6	41.1	36.8	Average Collection Period	51.6	47.6	43.6
(5.9%)	6.2%	19.9%	Profit Before Income Taxes/Assets	.4%	11.4%	21.7%
(16.3%)	12.2%	27.4%	Net Income/Equity	2.0%	13.2%	22.5%

*PBIT less than 2.5 percent
**PBIT more than 2.5 percent

*PBIT less than 5.8 percent
**PBIT more than 5.8 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.5	.3	1.0	Less Adjustments & Allowances			
98.5	99.7	99.0	Net Sales			
46.5	46.4	40.2	Direct Materials			
10.2	11.7	10.1	Direct Labor			
11.4	8.5	8.1	Indirect Labor			
3.2	2.1	2.3	Utilities			
2.1	2.9	3.1	Depreciation			
8.7	8.6	8.1	Other Mfg. Expense			
.5	0	.1	Net on Tool Transactions			
5.0	4.8	4.7	Selling Expenses			
6.4	6.3	6.5	Administrative Expense			
4.5	8.4	15.5	Operating Earnings			
1.5	1.6	3.7	Other Income or (Expense)			
3.0	6.8	11.8	Profit Before Income Taxes			
.5	2.8	4.8	Income Taxes			
2.5	4.0	7.0	PROFIT AFTER INCOME TAXES			
148.1%	195.7%	223.9%	Sales as Percentage of Total Assets			
			Balance Sheets			
.5	4.2	6.5	Cash			
21.4	24.9	21.2	Accounts & Notes Receivable			
15.6	16.4	15.0	Inventory			
3.1	6.9	5.2	Other Current Assets			
40.6	52.4	47.9	CURRENT ASSETS			
20.5	26.4	21.2	Land & Buildings, at Cost			
4.2	9.2	6.8	Depreciation Reserve			
54.0	64.0	65.1	Machinery & Equipment, at Cost			
22.9	35.6	33.7	Depreciation Reserve			
12.0	2.0	6.3	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.9	1.3	1.9	Current Portion of Term Debt			
6.6	5.7	5.6	Notes Payable			
8.7	9.0	12.1	Accounts Payable, Trade			
13.8	10.2	11.4	Other Payables & Accruals			
32.0	26.2	31.0	CURRENT LIABILITIES			
16.1	9.0	10.0	Other Long-Term Debt			
48.1	35.2	41.0	TOTAL LIABILITIES			
51.9	64.8	59.0	EQUITY (NET WORTH)			
			Statistical Data			
6.9%	13.4%	21.0%	Percent Change in Sales, '86 vs '85			
46.0	38.2	33.5	Cost of Sales/Inventory			
52.7	46.4	34.6	Average Collection Period			
4.4%	13.3%	26.4%	Profit Before Income Taxes/Assets			
7.1%	7.8%	26.6%	Net Income/Equity			

*PBIT less than 6.8 percent
**PBIT more than 6.8 percent

PROPRIETARY PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.6	.4	.4	Less Adjustments & Allowances	.8	2.2	.8
99.4	99.6	99.6	Net Sales	99.2	97.8	99.2
36.7	32.1	43.3	Direct Materials	35.2	30.6	35.6
12.0	12.0	7.3	Direct Labor	9.9	25.5	8.0
8.0	2.2	4.6	Indirect Labor	9.2	1.6	7.3
4.4	8.0	2.3	Utilities	4.2	4.4	4.1
3.9	2.6	4.5	Depreciation	4.0	3.3	4.0
17.9	14.5	11.7	Other Mfg. Expense	10.7	7.1	12.9
(.2)	2.3	(.5)	Net on Tool Transactions	0	0	(.1)
11.0	6.6	3.0	Selling Expenses	12.2	6.9	5.1
10.0	14.5	12.2	Administrative Expense	11.0	12.2	8.4
(4.3)	3.8	11.2	Operating Earnings	2.8	6.2	13.9
(1.7)	(.7)	(1.0)	Other Income or (Expense)	3.0	1.3	3.3
(2.6)	4.5	12.2	Profit Before Income Taxes	(.2)	4.9	10.6
0	1.8	5.1	Income Taxes	(.6)	2.1	4.7
(2.6)	2.7	7.1	PROFIT AFTER INCOME TAXES	.4	2.8	5.9
225.4%	260.0%	269.6%	Sales as Percentage of Total Assets	231.0%	250.0%	323.6%
			Balance Sheets			
7.0	18.8	14.3	Cash	5.0	1.7	3.1
25.4	28.1	24.1	Accounts & Notes Receivable	24.4	22.0	26.6
25.3	17.0	16.5	Inventory	28.2	13.3	24.1
2.5	4.4	5.3	Other Current Assets	2.5	1.3	1.4
60.2	68.3	60.2	CURRENT ASSETS	60.1	38.3	55.2
18.5	4.3	6.2	Land & Buildings, at Cost	15.4	0	12.2
5.5	0	0	Depreciation Reserve	3.5	0	4.3
72.8	26.2	56.3	Machinery & Equipment, at Cost	71.6	130.1	51.9
47.0	3.0	25.8	Depreciation Reserve	51.7	80.8	22.6
1.0	4.2	3.1	Other Long-Term Assets	8.1	12.4	7.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
7.1	5.4	6.3	Current Portion of Term Debt	6.0	2.6	6.1
10.5	9.2	21.3	Notes Payable	41.5	9.8	10.6
14.9	16.0	10.1	Accounts Payable, Trade	12.6	5.7	11.3
28.4	6.6	7.9	Other Payables & Accruals	15.4	11.8	12.1
60.9	37.2	45.6	CURRENT LIABILITIES	75.5	29.9	40.1
14.9	.5	1.0	Other Long-Term Debt	14.0	6.1	1.0
75.8	37.7	46.6	TOTAL LIABILITIES	89.5	36.0	41.1
24.2	62.3	53.4	EQUITY (NET WORTH)	10.5	64.0	58.9
			Statistical Data			
(7.3%)	2.2%	7.1%	Percent Change in Sales, '86 vs '85	(5.8%)	3.3%	6.5%
49.1	33.2	30.1	Cost of Sales/Inventory	60.2	26.0	37.4
41.1	39.5	32.6	Average Collection Period	38.6	32.1	30.0
(5.9%)	11.7%	32.9%	Profit Before Income Taxes/Assets	(.5%)	12.3%	34.3%
(24.2%)	11.3%	55.6%	Net Income/Equity	8.8%	10.9%	32.4%

*PBIT less than 4.5 percent
**PBIT more than 4.5 percent

*PBIT less than 4.9 percent
**PBIT more than 4.9 percent

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
2.7	.4	1.6	Less Adjustments & Allowances			
97.3	99.6	98.4	Net Sales			
38.4	43.2	35.2	Direct Materials			
13.9	10.6	9.2	Direct Labor			
10.9	8.4	6.7	Indirect Labor			
4.8	2.3	2.3	Utilities			
2.1	2.4	3.1	Depreciation			
9.2	12.0	8.1	Other Mfg. Expense			
.1	0	1.5	Net on Tool Transactions			
6.5	6.2	8.1	Selling Expenses			
5.7	3.6	6.8	Administrative Expense			
5.7	10.9	17.4	Operating Earnings			
2.2	2.4	4.5	Other Income or (Expense)			
3.5	8.5	12.9	Profit Before Income Taxes			
.5	3.9	5.0	Income Taxes			
3.0	4.6	7.9	PROFIT AFTER INCOME TAXES			
130.7%	174.4%	224.9%	Sales as Percentage of Total Assets			
			Balance Sheets			
1.4	7.0	8.7	Cash			
12.9	16.5	20.4	Accounts & Notes Receivable			
17.7	16.0	15.8	Inventory			
4.1	1.0	2.7	Other Current Assets			
36.1	40.5	47.6	CURRENT ASSETS			
21.0	28.7	20.9	Land & Buildings, at Cost			
3.9	8.2	6.8	Depreciation Reserve			
42.3	66.6	65.3	Machinery & Equipment, at Cost			
15.4	38.7	37.8	Depreciation Reserve			
19.9	11.1	10.8	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
3.2	.8	2.1	Current Portion of Term Debt			
11.2	0	5.8	Notes Payable			
8.6	8.8	11.3	Accounts Payable, Trade			
8.7	10.3	13.9	Other Payables & Accruals			
31.7	19.9	33.1	CURRENT LIABILITIES			
.7	9.1	10.3	Other Long-Term Debt			
32.4	29.0	43.4	TOTAL LIABILITIES			
67.6	71.0	56.6	EQUITY (NET WORTH)			
			Statistical Data			
6.8%	12.5%	21.2%	Percent Change in Sales, '86 vs '85			
60.3	42.2	38.7	Cost of Sales/Inventory			
36.0	34.5	33.1	Average Collection Period			
4.6%	14.8%	29.0%	Profit Before Income Taxes/Assets			
5.8%	11.3%	31.4%	Net Income/Equity			

*PBIT less than 8.5 percent
**PBIT more than 8.5 percent

CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.9	.3	1.0	Less Adjustments & Allowances	.9	.9	1.4
99.1	99.7	99.0	Net Sales	99.1	99.1	98.6
35.0	38.5	36.4	Direct Materials	39.5	44.9	39.4
16.9	19.2	13.3	Direct Labor	12.2	11.2	9.2
10.2	4.0	6.1	Indirect Labor	9.1	5.8	5.7
4.2	3.8	3.1	Utilities	3.3	3.0	2.9
4.0	2.4	2.9	Depreciation	3.5	3.6	3.6
12.6	16.9	13.2	Other Mfg. Expense	12.4	13.2	13.3
1.1	0	.3	Net on Tool Transactions	(.6)	(1.6)	(2.0)
6.8	.7	3.2	Selling Expenses	6.8	4.1	4.0
9.6	9.3	10.0	Administrative Expense	12.9	8.1	7.1
(.4)	4.9	10.5	Operating Earnings	0	6.8	15.4
1.0	2.7	3.5	Other Income or (Expense)	(.3)	1.0	7.1
(1.4)	2.2	7.0	Profit Before Income Taxes	.3	5.8	8.3
0	.8	2.4	Income Taxes	.1	1.9	2.2
(1.4)	1.4	4.6	PROFIT AFTER INCOME TAXES	.2	3.9	6.1
244.1%	247.3%	252.2%	Sales as Percentage of Total Assets	219.2%	191.9%	187.7%
			Balance Sheets			
1.9	(.9)	12.3	Cash	3.5	10.1	11.4
28.8	28.0	26.2	Accounts & Notes Receivable	32.3	25.7	21.6
25.2	24.0	18.0	Inventory	19.2	18.6	18.2
4.4	7.1	4.1	Other Current Assets	5.2	9.3	6.3
60.3	58.2	60.6	CURRENT ASSETS	60.2	63.7	57.5
17.8	4.4	9.8	Land & Buildings, at Cost	12.4	15.4	10.9
7.5	.5	1.7	Depreciation Reserve	6.3	9.3	1.7
57.2	35.7	56.0	Machinery & Equipment, at Cost	68.1	60.3	56.1
35.6	9.2	34.1	Depreciation Reserve	44.4	40.0	30.9
7.8	11.4	9.4	Other Long-Term Assets	10.0	9.9	8.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.7	6.8	5.4	Current Portion of Term Debt	8.4	2.8	7.4
15.8	19.9	19.7	Notes Payable	20.0	11.4	8.1
19.3	27.1	15.4	Accounts Payable, Trade	16.4	14.3	12.8
9.9	6.4	7.7	Other Payables & Accruals	11.7	11.1	10.5
53.7	60.2	48.2	CURRENT LIABILITIES	56.5	39.6	36.8
5.6	8.9	3.5	Other Long-Term Debt	3.7	5.5	2.3
59.3	69.1	51.7	TOTAL LIABILITIES	60.2	45.1	41.1
40.7	30.9	48.3	EQUITY (NET WORTH)	39.8	54.9	58.9
			Statistical Data			
.6%	3.5%	7.5%	Percent Change in Sales, '86 vs '85	6.8%	12.7%	18.9%
45.0	41.6	34.3	Cost of Sales/Inventory	45.1	42.8	46.9
43.1	41.3	37.9	Average Collection Period	53.8	48.9	42.0
(3.4%)	5.4%	17.7%	Profit Before Income Taxes/Assets	.7%	11.1%	15.6%
(8.4%)	11.2%	24.0%	Net Income/Equity	1.1%	13.6%	19.4%

*PBIT less than 2.2 percent
**PBIT more than 2.2 percent

*PBIT less than 5.8 percent
**PBIT more than 5.8 percent

CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
.5	.2	.6	Less Adjustments & Allowances			
99.5	99.8	99.4	Net Sales			
50.8	48.0	45.6	Direct Materials			
9.3	12.2	10.4	Direct Labor			
12.0	8.6	9.8	Indirect Labor			
3.1	2.1	2.8	Utilities			
2.9	2.9	3.1	Depreciation			
7.1	5.9	6.6	Other Mfg. Expense			
.6	(.2)	.4	Net on Tool Transactions			
4.9	4.0	3.6	Selling Expenses			
6.8	8.3	6.5	Administrative Expense			
2.0	8.0	10.6	Operating Earnings			
.1	1.4	2.2	Other Income or (Expense)			
1.9	6.6	8.4	Profit Before Income Taxes			
.5	2.8	4.2	Income Taxes			
1.4	3.8	4.2	PROFIT AFTER INCOME TAXES			
203.7%	213.5%	218.3%	Sales as Percentage of Total Assets			
			Balance Sheets			
.1	4.3	5.3	Cash			
27.1	26.1	21.8	Accounts & Notes Receivable			
17.1	16.5	14.8	Inventory			
.7	7.3	7.7	Other Current Assets			
45.0	54.2	49.6	CURRENT ASSETS			
20.3	26.0	21.7	Land & Buildings, at Cost			
4.5	9.9	6.4	Depreciation Reserve			
54.5	63.5	58.9	Machinery & Equipment, at Cost			
23.8	35.3	28.1	Depreciation Reserve			
8.5	1.5	4.3	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.8	1.3	1.3	Current Portion of Term Debt			
4.0	9.0	5.5	Notes Payable			
13.1	18.2	12.5	Accounts Payable, Trade			
14.1	6.8	10.5	Other Payables & Accruals			
34.0	35.3	29.8	CURRENT LIABILITIES			
18.8	7.1	7.7	Other Long-Term Debt			
52.8	42.4	37.5	TOTAL LIABILITIES			
47.2	57.6	62.5	EQUITY (NET WORTH)			
			Statistical Data			
10.4%	12.2%	20.1%	Percent Change in Sales, '86 vs '85			
35.8	35.3	31.4	Cost of Sales/Inventory			
48.6	44.6	36.4	Average Collection Period			
3.9%	14.1%	18.3%	Profit Before Income Taxes/Assets			
6.0%	14.1%	14.7%	Net Income/Equity			

*PBIT less than 6.6 percent
**PBIT more than 6.6 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.2	.1	1.2	Less Adjustments & Allowances	2.0	0	.5
98.8	99.1	98.8	Net Sales	98.0	100.0	99.5
31.8	35.0	33.1	Direct Materials	37.8	37.1	38.3
16.8	17.0	13.8	Direct Labor	13.2	10.6	10.5
16.5	4.5	6.6	Indirect Labor	14.1	12.3	7.0
4.2	5.2	2.9	Utilities	3.8	3.7	3.4
4.7	3.4	4.8	Depreciation	3.8	5.0	3.1
13.4	13.6	12.2	Other Mfg. Expense	11.0	12.6	13.2
1.8	.6	(.4)	Net on Tool Transactions	(2.0)	(.9)	.4
5.5	1.8	2.0	Selling Expenses	5.5	4.1	5.8
10.0	16.1	9.5	Administrative Expense	13.6	12.4	9.0
(.9)	1.9	14.3	Operating Earnings	(2.8)	3.1	8.8
2.2	(1.3)	4.8	Other Income or (Expense)	(.5)	1.7	1.9
(3.1)	3.2	9.5	Profit Before Income Taxes	(2.3)	1.4	6.9
0	.5	2.4	Income Taxes	(.6)	.4	2.9
(3.1)	2.7	7.1	PROFIT AFTER INCOME TAXES	(1.7)	1.0	4.0
222.5%	219.5%	212.5%	Sales as Percentage of Total Assets	240.5%	192.2%	241.1%
			Balance Sheets			
4.0	9.4	7.3	Cash	4.0	10.3	8.3
28.8	27.6	24.5	Accounts & Notes Receivable	31.8	22.2	27.3
22.3	20.0	15.5	Inventory	17.2	11.0	16.6
3.2	4.8	5.1	Other Current Assets	4.6	8.9	8.3
58.3	61.8	52.4	CURRENT ASSETS	57.6	52.4	60.5
12.9	0	6.8	Land & Buildings, at Cost	10.0	11.2	10.6
6.1	0	.6	Depreciation Reserve	4.3	4.9	1.8
62.1	69.8	52.8	Machinery & Equipment, at Cost	73.5	72.1	53.2
41.7	43.7	18.7	Depreciation Reserve	44.4	35.4	27.6
14.5	12.1	7.3	Other Long-Term Assets	7.6	4.6	5.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
11.5	6.9	5.3	Current Portion of Term Debt	11.3	11.2	3.3
17.9	12.5	24.4	Notes Payable	15.5	9.1	9.9
15.7	23.5	13.6	Accounts Payable, Trade	18.6	14.8	18.3
7.5	10.4	8.9	Other Payables & Accruals	9.8	11.5	16.0
52.6	53.3	52.2	CURRENT LIABILITIES	55.2	46.6	47.5
8.9	8.9	11.0	Other Long-Term Debt	1.4	.9	3.4
61.5	62.2	63.2	TOTAL LIABILITIES	56.6	47.5	50.9
38.5	37.8	36.8	EQUITY (NET WORTH)	43.4	52.5	49.1
			Statistical Data			
(1.5%)	4.0%	7.4%	Percent Change in Sales, '86 vs '85	(1.2%)	5.3%	7.3%
43.8	42.2	35.7	Cost of Sales/Inventory	30.5	25.7	33.1
47.3	45.9	42.1	Average Collection Period	48.3	42.2	41.3
(6.9%)	7.0%	20.2%	Profit Before Income Taxes/Assets	(5.5%)	2.7%	16.6%
(17.9%)	15.7%	41.0%	Net Income/Equity	(9.4%)	3.7%	19.6%

*PBIT less than 3.2 percent
**PBIT more than 3.2 percent

*PBIT less than 1.4 percent
**PBIT more than 1.4 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
.3	.7	.8	Less Adjustments & Allowances			
99.7	99.3	99.2	Net Sales			
36.9	42.4	39.5	Direct Materials			
13.9	12.7	8.7	Direct Labor			
11.9	13.9	12.4	Indirect Labor			
4.1	2.7	4.0	Utilities			
3.8	2.7	5.6	Depreciation			
11.4	8.2	7.9	Other Mfg. Expense			
1.3	(.8)	.7	Net on Tool Transactions			
3.6	3.9	3.0	Selling Expenses			
10.1	3.4	6.3	Administrative Expense			
2.7	10.2	11.1	Operating Earnings			
(1.2)	1.7	(1.4)	Other Income or (Expense)			
3.9	8.5	12.5	Profit Before Income Taxes			
2.6	3.5	2.5	Income Taxes			
1.3	5.0	10.0	PROFIT AFTER INCOME TAXES			
181.7%	182.2%	249.9%	Sales as Percentage of Total Assets			
			Balance Sheets			
.8	3.2	10.2	Cash			
22.4	20.4	19.1	Accounts & Notes Receivable			
10.4	19.5	11.7	Inventory			
6.0	17.9	1.8	Other Current Assets			
39.6	61.0	42.8	CURRENT ASSETS			
36.0	23.6	19.9	Land & Buildings, at Cost			
6.5	6.9	4.4	Depreciation Reserve			
55.1	44.8	66.8	Machinery & Equipment, at Cost			
25.9	22.6	34.4	Depreciation Reserve			
1.7	.1	9.3	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
3.5	1.5	1.0	Current Portion of Term Debt			
10.2	8.3	.5	Notes Payable			
11.3	12.8	14.1	Accounts Payable, Trade			
7.3	13.6	9.3	Other Payables & Accruals			
32.3	36.2	24.9	CURRENT LIABILITIES			
29.1	8.7	9.4	Other Long-Term Debt			
61.4	44.9	34.3	TOTAL LIABILITIES			
38.6	55.1	65.7	EQUITY (NET WORTH)			
			Statistical Data			
2.3%	17.8%	38.5%	Percent Change in Sales, '86 vs '85			
25.4	46.9	21.7	Cost of Sales/Inventory			
45.0	40.9	27.9	Average Collection Period			
7.1%	15.5%	31.2%	Profit Before Income Taxes/Assets			
6.1%	16.5%	38.0%	Net Income/Equity			

*PBIT less than 8.5 percent
**PBIT more than 8.5 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.2	2.8	.5	Less Adjustments & Allowances	3.5	1.6	3.8
99.8	97.2	99.5	Net Sales	96.5	98.4	96.2
39.4	26.4	33.3	Direct Materials	21.4	32.2	27.1
19.7	23.5	21.1	Direct Labor	8.1	11.9	10.5
9.8	10.3	2.4	Indirect Labor	32.5	5.3	12.8
3.4	2.3	1.7	Utilities	7.3	.9	3.4
2.0	2.0	1.2	Depreciation	6.4	2.3	2.8
14.5	12.0	8.1	Other Mfg. Expense	6.8	9.0	18.6
.5	2.3	1.7	Net on Tool Transactions	.2	0	1.6
2.8	2.8	1.8	Selling Expenses	7.0	15.7	3.5
6.1	8.4	16.0	Administrative Expense	7.6	9.1	9.6
1.6	7.2	12.2	Operating Earnings	(.8)	12.0	6.3
.4	.8	2.1	Other Income or (Expense)	(.3)	8.6	(6.9)
1.2	6.4	10.1	Profit Before Income Taxes	(.5)	3.4	13.2
.2	2.2	2.8	Income Taxes	0	1.3	0
1.0	4.2	7.3	PROFIT AFTER INCOME TAXES	(.5)	2.1	13.2
272.4%	298.0%	304.5%	Sales as Percentage of Total Assets	251.2%	240.0%	132.1%
			Balance Sheets			
1.0	10.9	18.4	Cash	NA	11.4	20.0
43.9	33.9	33.7	Accounts & Notes Receivable	NA	38.5	18.6
20.4	20.7	21.8	Inventory	NA	30.2	12.6
2.3	10.4	4.5	Other Current Assets	NA	.3	4.2
67.6	75.9	78.4	CURRENT ASSETS	NA	80.4	55.4
17.3	0	4.9	Land & Buildings, at Cost	NA	15.4	9.0
5.8	0	1.0	Depreciation Reserve	NA	11.5	4.3
34.8	36.3	33.4	Machinery & Equipment, at Cost	NA	74.4	54.4
18.9	20.1	24.8	Depreciation Reserve	NA	.9	19.1
5.0	7.9	9.1	Other Long-Term Assets	NA	.9	19.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
6.2	3.3	4.9	Current Portion of Term Debt	NA	0	2.5
22.0	18.3	17.6	Notes Payable	NA	111.8	22.2
26.9	17.7	11.3	Accounts Payable, Trade	NA	7.3	9.2
9.0	4.8	6.4	Other Payables & Accruals	NA	20.1	6.6
64.1	44.1	40.2	CURRENT LIABILITIES	NA	139.2	40.5
4.0	.7	0	Other Long-Term Debt	NA	2.7	1.9
68.1	44.8	40.2	TOTAL LIABILITIES	NA	141.9	41.4
31.9	55.2	59.8	EQUITY (NET WORTH)	NA	(41.9)	58.6
			Statistical Data			
7.0%	1.0%	27.1%	Percent Change in Sales, '86 vs '85	(14.4%)	(5.0%)	(1.8%)
30.7	32.0	38.3	Cost of Sales/Inventory	NA	72.7	44.6
58.2	41.5	40.4	Average Collection Period	NA	58.6	51.4
3.3%	19.1%	30.8%	Profit Before Income Taxes/Assets	(1.3%)	8.2%	17.4%
8.5%	22.7%	37.2%	Net Income/Equity	NA	(12.0%)	29.8%

*PBIT less than 6.4 percent
**PBIT more than 6.4 percent

*PBIT less than 3.4 percent
**PBIT more than 3.4 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
0	.2	.4	Less Adjustments & Allowances			
100.0	99.8	99.6	Net Sales			
34.3	49.8	48.5	Direct Materials			
14.6	7.5	10.8	Direct Labor			
13.8	7.4	9.0	Indirect Labor			
3.8	2.4	1.7	Utilities			
2.6	4.5	2.2	Depreciation			
14.6	15.0	7.7	Other Mfg. Expense			
.2	.1	0	Net on Tool Transactions			
4.4	4.3	4.9	Selling Expenses			
8.6	3.3	3.2	Administrative Expense			
3.1	5.5	11.6	Operating Earnings			
3.8	.7	4.0	Other Income or (Expense)			
(.7)	4.8	7.6	Profit Before Income Taxes			
8.5	1.9	3.2	Income Taxes			
(9.2)	2.9	4.4	PROFIT AFTER INCOME TAXES			
194.5%	200.1%	208.0%	Sales as Percentage of Total Assets			
			Balance Sheets			
7.7	4.1	4.0	Cash			
23.7	20.6	21.1	Accounts & Notes Receivable			
8.5	10.6	18.3	Inventory			
2.7	4.7	9.9	Other Current Assets			
42.6	40.0	53.3	CURRENT ASSETS			
24.6	27.4	26.1	Land & Buildings, at Cost			
2.5	11.7	6.1	Depreciation Reserve			
54.3	51.0	41.7	Machinery & Equipment, at Cost			
19.7	29.1	17.0	Depreciation Reserve			
.7	22.4	2.0	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.8	2.8	1.2	Current Portion of Term Debt			
11.0	10.5	6.0	Notes Payable			
10.9	8.1	17.5	Accounts Payable, Trade			
13.5	2.7	9.9	Other Payables & Accruals			
38.2	24.1	34.6	CURRENT LIABILITIES			
22.0	8.6	8.2	Other Long-Term Debt			
60.2	32.7	42.8	TOTAL LIABILITIES			
39.8	67.3	57.2	EQUITY (NET WORTH)			
			Statistical Data			
4.3%	5.8%	12.4%	Percent Change in Sales, '86 vs '85			
19.1	22.3	40.0	Cost of Sales/Inventory			
44.5	37.6	37.0	Average Collection Period			
(1.4%)	9.6%	15.8%	Profit Before Income Taxes/Assets			
(45.0%)	8.6%	16.0%	Net Income/Equity			

*PBIT less than 4.8 percent
**PBIT more than 4.8 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS — SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
0	3.2	.9	Less Adjustments & Allowances	0	1.7	1.0
100.0	96.8	99.1	Net Sales	100.0	98.3	99.0
39.3	40.5	52.1	Direct Materials	49.5	48.6	38.4
15.0	15.7	13.4	Direct Labor	10.4	8.8	9.2
10.0	5.6	2.7	Indirect Labor	1.9	2.7	5.6
4.1	3.3	3.0	Utilities	3.0	2.9	2.1
4.0	1.8	2.6	Depreciation	3.0	3.1	2.0
11.8	12.1	11.7	Other Mfg. Expense	13.0	9.3	11.4
.7	1.2	0	Net on Tool Transactions	0	.5	3.3
5.4	5.3	3.8	Selling Expenses	5.7	5.2	4.0
7.5	10.0	5.3	Administrative Expense	9.9	7.9	6.9
2.2	1.3	4.5	Operating Earnings	3.6	9.3	17.1
3.9	.2	1.1	Other Income or (Expense)	(1.0)	(1.2)	(3.2)
(1.7)	1.1	3.4	Profit Before Income Taxes	4.6	10.5	20.3
0	.1	1.2	Income Taxes	1.3	2.8	8.5
(1.7)	1.0	2.2	PROFIT AFTER INCOME TAXES	3.3	7.7	11.8
160.7%	261.8%	239.0%	Sales as Percentage of Total Assets	256.5%	183.0%	157.7%
			Balance Sheets			
5.8	9.0	4.4	Cash	3.6	12.4	16.8
22.1	24.9	17.0	Accounts & Notes Receivable	37.7	25.5	17.2
29.2	44.2	13.4	Inventory	23.0	22.6	11.3
1.2	7.1	3.7	Other Current Assets	.2	5.9	8.3
58.3	85.2	38.5	CURRENT ASSETS	64.5	66.4	53.6
21.5	10.9	14.0	Land & Buildings, at Cost	10.5	9.8	14.7
3.6	4.7	2.5	Depreciation Reserve	1.9	2.0	4.7
35.9	40.4	60.5	Machinery & Equipment, at Cost	78.1	46.8	37.4
24.1	31.8	31.7	Depreciation Reserve	64.5	24.5	20.7
12.0	0	21.2	Other Long-Term Assets	13.3	3.5	19.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.6	0	7.3	Current Portion of Term Debt	4.4	18.3	1.5
24.1	0	35.1	Notes Payable	7.8	23.9	2.0
7.1	19.7	26.1	Accounts Payable, Trade	10.0	15.7	8.7
9.1	5.3	4.8	Other Payables & Accruals	9.5	10.7	10.3
43.9	25.0	73.3	CURRENT LIABILITIES	31.7	68.6	22.5
0	0	.8	Other Long-Term Debt	11.8	.2	8.1
43.9	25	74.1	TOTAL LIABILITIES	43.5	68.8	30.6
56.1	75	25.9	EQUITY (NET WORTH)	56.5	31.2	69.4
			Statistical Data			
6.3%	.8%	15.9%	Percent Change in Sales, '86 vs '85	6.7%	14.9%	7.1%
78.8	75.0	23.7	Cost of Sales/Inventory	40.5	58.5	37.5
50.2	34.7	26.0	Average Collection Period	53.7	50.9	39.8
(2.7%)	2.9%	8.1%	Profit Before Income Taxes/Assets	11.8%	19.2%	32.0%
(4.9%)	3.5%	20.3%	Net Income/Equity	15.0%	45.2%	26.8%

*PBIT less than 1.1 percent
**PBIT more than 1.1 percent

*PBIT less than 10.5 percent
**PBIT more than 10.5 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.1	2.9	.8	Less Adjustments & Allowances			
98.9	97.1	99.2	Net Sales			
67.2	55.7	49.9	Direct Materials			
4.9	7.8	7.5	Direct Labor			
3.9	5.6	5.7	Indirect Labor			
1.7	3.5	1.8	Utilities			
1.7	3.0	3.4	Depreciation			
6.4	5.0	7.1	Other Mfg. Expense			
0	0	1.3	Net on Tool Transactions			
6.1	5.8	4.9	Selling Expenses			
6.5	4.5	6.5	Administrative Expense			
.5	6.2	11.1	Operating Earnings			
2.4	1.1	(2.6)	Other Income or (Expense)			
(1.9)	5.1	13.7	Profit Before Income Taxes			
(1.0)	1.0	7.0	Income Taxes			
(.9)	4.1	6.7	PROFIT AFTER INCOME TAXES			
241.9%	211.2%	228.8%	Sales as Percentage of Total Assets			
			Balance Sheets			
8.8	.5	11.8	Cash			
30.3	26.2	19.3	Accounts & Notes Receivable			
22.8	21.6	19.4	Inventory			
1.7	2.5	4.0	Other Current Assets			
63.6	50.8	54.5	CURRENT ASSETS			
16.1	13.8	13.6	Land & Buildings, at Cost			
2.3	6.6	5.5	Depreciation Reserve			
40.8	77.4	50.5	Machinery & Equipment, at Cost			
23.3	36.1	26.8	Depreciation Reserve			
5.1	.7	13.7	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
1.9	1.0	1.0	Current Portion of Term Debt			
0	0	18.9	Notes Payable			
12.7	16.1	10.8	Accounts Payable, Trade			
33.8	11.8	17.9	Other Payables & Accruals			
48.4	28.9	48.6	CURRENT LIABILITIES			
12.1	.1	5.6	Other Long-Term Debt			
60.5	29.0	54.2	TOTAL LIABILITIES			
39.5	71.0	45.8	EQUITY (NET WORTH)			
			Statistical Data			
3.3%	6.3%	18.8%	Percent Change in Sales, '86 vs '85			
39.6	44.7	40.6	Cost of Sales/Inventory			
45.7	45.3	30.8	Average Collection Period			
(4.6%)	10.8%	31.4%	Profit Before Income Taxes/Assets			
(5.5%)	12.2%	33.5%	Net Income/Equity			

*PBIT less than 5.1 percent
**PBIT more than 5.1 percent

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.2	.2	.4	Less Adjustments & Allowances	.7	.9	.4
99.8	99.8	99.6	Net Sales	99.3	99.1	99.6
43.5	35.2	37.2	Direct Materials	38.6	40.1	39.0
12.7	16.1	12.8	Direct Labor	11.1	9.7	10.3
6.6	4.4	2.9	Indirect Labor	7.5	5.5	2.7
4.9	4.1	3.6	Utilities	2.3	2.4	2.7
3.6	4.1	3.4	Depreciation	3.3	3.5	2.9
13.8	8.7	12.4	Other Mfg. Expense	13.2	10.0	15.1
.2	(.2)	.8	Net on Tool Transactions	1.5	.2	.4
6.8	7.2	6.5	Selling Expenses	10.2	6.5	2.4
8.4	16.5	8.5	Administrative Expense	8.9	7.8	6.1
(.7)	3.7	11.5	Operating Earnings	3.4	14.3	18.0
4.6	2.3	2.9	Other Income or (Expense)	.3	4.3	3.5
(5.3)	1.4	8.6	Profit Before Income Taxes	3.1	10.0	14.5
(.5)	0	3.8	Income Taxes	.8	3.4	6.3
(4.8)	1.4	4.8	PROFIT AFTER INCOME TAXES	2.3	6.6	8.2
234.0%	211.5%	206.1%	Sales as Percentage of Total Assets	198.9%	232.5%	235.0%
			Balance Sheets			
4.0	8.6	14.1	Cash	8.3	3.0	16.5
27.6	21.5	20.3	Accounts & Notes Receivable	31.8	27.5	26.1
21.0	19.3	18.3	Inventory	18.9	28.5	24.2
6.8	5.5	4.8	Other Current Assets	7.8	1.8	1.3
59.4	54.9	57.5	CURRENT ASSETS	66.8	60.8	68.1
12.3	62.4	16.2	Land & Buildings, at Cost	21.4	17.3	0
2.9	29.4	5.4	Depreciation Reserve	8.0	5.4	0
51.7	30.4	54.7	Machinery & Equipment, at Cost	62.3	49.6	71.5
32.0	19.4	33.6	Depreciation Reserve	42.9	24.7	52.0
11.5	1.1	10.6	Other Long-Term Assets	.4	2.4	12.4
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.5	5.5	4.2	Current Portion of Term Debt	.6	10.7	16.2
12.5	13.6	16.9	Notes Payable	43.2	9.1	3.7
26.9	17.1	13.4	Accounts Payable, Trade	11.8	10.7	9.9
13.4	21.6	7.0	Other Payables & Accruals	11.9	13.1	6.4
61.3	57.8	41.5	CURRENT LIABILITIES	67.5	43.6	36.2
12.0	13.7	8.8	Other Long-Term Debt	8.9	7.8	0
73.3	71.5	50.3	TOTAL LIABILITIES	76.4	51.4	36.2
26.7	28.5	49.7	EQUITY (NET WORTH)	23.6	48.6	63.8
			Statistical Data			
(.8%)	2.5%	13.5%	Percent Change in Sales, '86 vs '85	9.9%	14.4%	3.6%
38.4	45.8	44.6	Cost of Sales/Inventory	45.2	62.1	51.4
43.1	37.1	36.0	Average Collection Period	58.4	43.2	40.5
(12.4%)	3.0%	17.7%	Profit Before Income Taxes/Assets	6.2%	23.3%	34.1%
(42.1%)	10.4%	19.9%	Net Income/Equity	19.4%	31.6%	30.2%

*PBIT less than 1.4 percent
**PBIT more than 1.4 percent

*PBIT less than 10.0 percent
**PBIT more than 10.0 percent

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 25, 1986

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.7	2.6	.1	Less Adjustments & Allowances			
98.3	97.4	99.9	Net Sales			
40.3	42.2	46.7	Direct Materials			
11.7	10.4	12.1	Direct Labor			
10.8	8.7	10.9	Indirect Labor			
3.7	3.6	2.6	Utilities			
3.3	3.4	2.3	Depreciation			
9.8	5.9	6.3	Other Mfg. Expense			
.9	.3	(.3)	Net on Tool Transactions			
6.1	6.2	2.8	Selling Expenses			
5.5	7.9	8.9	Administrative Expense			
6.2	8.8	7.6	Operating Earnings			
2.9	2.5	(.5)	Other Income or (Expense)			
3.3	6.3	8.1	Profit Before Income Taxes			
1.3	2.2	2.4	Income Taxes			
2.0	4.1	5.7	PROFIT AFTER INCOME TAXES			
181.0%	157.7%	169.8%	Sales as Percentage of Total Assets			
			Balance Sheets			
1.1	.5	4.0	Cash			
25.6	19.0	19.7	Accounts & Notes Receivable			
19.0	15.7	10.8	Inventory			
6.6	2.5	16.6	Other Current Assets			
52.3	37.7	51.1	CURRENT ASSETS			
20.7	25.4	21.6	Land & Buildings, at Cost			
7.2	15.4	6.6	Depreciation Reserve			
55.9	74.8	43.6	Machinery & Equipment, at Cost			
29.1	31.8	19.5	Depreciation Reserve			
7.4	9.3	9.8	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
3.6	2.5	1.1	Current Portion of Term Debt			
6.5	0	4.9	Notes Payable			
17.2	8.8	10.0	Accounts Payable, Trade			
9.8	4.8	7.9	Other Payables & Accruals			
37.1	16.1	23.9	CURRENT LIABILITIES			
21.4	19.6	6.7	Other Long-Term Debt			
58.5	35.7	30.6	TOTAL LIABILITIES			
41.5	64.3	69.4	EQUITY (NET WORTH)			
			Statistical Data			
12.6%	14.4%	14.9%	Percent Change in Sales, '86 vs '85			
47.1	47.3	28.7	Cost of Sales/Inventory			
51.6	44.0	42.4	Average Collection Period			
6.0%	9.9%	13.8%	Profit Before Income Taxes/Assets			
8.7%	10.1%	14.0%	Net Income/Equity			

*PBIT less than 6.3 percent
**PBIT more than 6.3 percent

PLASTICS PROCESSING INDUSTRY BY END USE APPLICATION

SURVEY NO. 25, 1986

APPLIANCES				CONSTRUCTION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.8	.5	1.5	Less Adjustments & Allowances	0	4.4	1.0
98.2	99.5	98.5	Net Sales	100.0	95.6	99.0
24.6	45.2	36.5	Direct Materials	49.8	27.1	42.4
7.1	9.6	12.6	Direct Labor	8.4	12.2	10.1
16.3	9.4	6.5	Indirect Labor	8.0	9.0	3.2
6.4	4.2	2.1	Utilities	1.3	1.1	2.0
6.6	1.2	1.3	Depreciation	2.2	2.7	1.4
9.4	13.6	13.3	Other Mfg. Expense	6.6	11.0	9.6
11.0	(.3)	.5	Net on Tool Transactions	.7	(.7)	.4
3.6	2.8	6.0	Selling Expenses	5.2	8.8	5.3
9.9	6.3	6.2	Administrative Expense	8.7	14.3	8.8
3.3	7.5	13.5	Operating Earnings	9.1	10.1	15.8
3.9	(.1)	(4.1)	Other Income or (Expense)	5.7	.5	.6
(.6)	7.6	17.6	Profit Before Income Taxes	3.4	9.6	15.2
0	3.7	6.1	Income Taxes	1.3	2.3	2.9
(.6)	3.9	11.5	PROFIT AFTER INCOME TAXES	2.1	7.3	12.3
186.0%	297.0%	173.5%	Sales as Percentage of Total Assets	200.0%	161.0%	156.0%
			Balance Sheets			
8.7	1.8	19.4	Cash	7.0	11.1	6.5
26.1	38.2	19.2	Accounts & Notes Receivable	19.8	15.0	14.2
26.9	20.5	13.2	Inventory	24.9	16.7	20.3
2.4	.8	11.4	Other Current Assets	1.3	2.5	4.6
64.1	61.3	63.2	CURRENT ASSETS	53.0	45.3	45.6
30.1	0	12.5	Land & Buildings, at Cost	18.3	20.4	25.0
21.1	0	.9	Depreciation Reserve	6.0	5.4	1.9
113.5	72.5	26.7	Machinery & Equipment, at Cost	55.9	57.9	16.1
88.8	43.5	24.6	Depreciation Reserve	38.8	37.8	5.7
2.2	9.7	23.1	Other Long-Term Assets	17.6	19.6	20.9
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.0	4.3	3.5	Current Portion of Term Debt	4.4	2.4	4.3
0	5.7	3.0	Notes Payable	24.1	29.2	33.2
9.3	24.1	10.0	Accounts Payable, Trade	9.6	10.1	6.4
6.4	8.1	11.1	Other Payables & Accruals	8.8	10.5	2.0
18.7	42.2	27.6	CURRENT LIABILITIES	46.9	52.2	45.9
6.3	11.9	.2	Other Long-Term Debt	18.6	12.1	3.7
25.0	54.1	27.8	TOTAL LIABILITIES	65.5	64.3	49.6
75.0	45.9	72.2	EQUITY (NET WORTH)	34.5	35.7	50.4
			Statistical Data			
(12.7%)	(2.6%)	10.6%	Percent Change in Sales, '86 vs '35	9.0%	(14.8%)	3.1%
73.1	30.1	37.6	Cost of Sales/Inventory	59.6	56.1	68.1
51.2	47.0	40.4	Average Collection Period	36.1	34.0	33.2
(1.1%)	22.6%	30.5%	Profit Before Income Taxes/Assets	6.8%	15.5%	23.7%
(1.5%)	25.2%	27.6%	Net Income/Equity	12.2%	32.9%	38.1%

*PBIT less than 7.6 percent
**PBIT more than 7.6 percent

*PBIT less than 9.5 percent
**PBIT more than 9.6 percent

PLASTICS PROCESSING INDUSTRY BY END USE APPLICATION

SURVEY NO. 25, 1986

ELECTRONICS				MEDICAL		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.4	1.7	2.7	Less Adjustments & Allowances	.8	0	.9
98.6	98.3	97.3	Net Sales	99.2	100.0	99.1
28.3	35.7	37.0	Direct Materials	28.4	28.2	33.4
16.5	12.5	13.2	Direct Labor	15.2	14.3	7.3
12.1	15.5	9.7	Indirect Labor	10.8	7.8	9.2
2.5	2.4	2.6	Utilities	6.2	8.7	9.7
3.4	4.0	2.9	Depreciation	4.2	2.7	5.3
10.2	9.0	13.6	Other Mfg. Expense	14.1	12.9	12.7
(1.2)	.1	(1.0)	Net on Tool Transactions	.5	4.5	.5
10.7	6.8	3.1	Selling Expenses	1.0	9.2	10.5
12.3	7.2	6.9	Administrative Expense	15.8	6.0	.5
3.8	6.8	9.3	Operating Earnings	3.0	5.7	10.0
2.5	1.2	1.0	Other Income or (Expense)	2.7	1.7	7.7
1.3	5.6	8.3	Profit Before Income Taxes	.3	4.0	8.3
.9	2.4	2.6	Income Taxes	0	.7	1.7
.4	3.2	5.7	PROFIT AFTER INCOME TAXES	.3	3.3	6.6
227.7%	166.2%	181.5%	Sales as Percentage of Total Assets	197.9%	207.0%	179.4%
			Balance Sheets			
3.9	15.8	10.2	Cash	1.8	13.8	10.4
23.3	15.3	14.7	Accounts & Notes Receivable	31.4	22.7	18.4
23.1	17.9	16.9	Inventory	18.4	19.6	12.2
3.1	6.1	13.2	Other Current Assets	5.0	5.9	1.0
53.4	55.1	55.0	CURRENT ASSETS	56.6	62.0	42.0
12.1	16.5	19.2	Land & Buildings, at Cost	6.6	8.8	27.8
3.1	1.4	2.7	Depreciation Reserve	2.4	2.5	6.8
53.7	37.4	38.7	Machinery & Equipment, at Cost	52.4	21.2	55.4
28.3	24.0	16.8	Depreciation Reserve	25.1	6.3	23.1
12.2	16.4	6.6	Other Long-Term Assets	11.9	16.8	4.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.9	3.7	2.0	Current Portion of Term Debt	9.3	1.2	4.8
16.0	14.3	18.7	Notes Payable	18.0	4.1	17.8
13.9	5.2	12.4	Accounts Payable, Trade	15.1	11.5	7.7
6.4	3.5	6.4	Other Payables & Accruals	20.8	6.1	7.7
45.2	26.7	39.5	CURRENT LIABILITIES	63.2	22.9	38.0
4.9	1.8	4.4	Other Long-Term Debt	8.0	5.4	0
50.1	28.5	43.9	TOTAL LIABILITIES	71.2	28.3	38.0
49.9	71.5	56.1	EQUITY (NET WORTH)	28.8	71.7	62.0
			Statistical Data			
9.2%	(3.5%)	(4.6%)	Percent Change in Sales, '86 vs '85	6.4%	7.7%	6.3%
49.8	48.7	41.6	Cost of Sales/Inventory	42.6	46.3	31.6
37.4	33.6	29.6	Average Collection Period	57.9	40.0	37.4
3.0%	9.3%	15.1%	Profit Before Income Taxes/Assets	.6%	8.3%	14.9%
1.8%	7.4%	18.4%	Net Income/Equity	2.1%	9.5%	19.1%

*PBIT less than 5.6 percent
**PBIT more than 5.6 percent

*PBIT less than 4.0 percent
**PBIT more than 4.0 percent

PLASTICS PROCESSING INDUSTRY BY END USE APPLICATION

SURVEY NO. 25, 1986

PACKAGING				TRANSPORTATION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.3	0	.5	Less Adjustments & Allowances	1.2	.6	1.1
98.7	100.0	99.5	Net Sales	98.8	99.4	98.9
40.1	39.5	34.0	Direct Materials	40.3	46.0	32.8
14.2	13.8	11.4	Direct Labor	19.3	12.7	10.3
9.1	10.2	8.7	Indirect Labor	8.0	4.1	6.6
5.9	4.0	4.7	Utilities	5.1	3.2	3.1
4.0	3.9	4.1	Depreciation	2.8	2.8	2.3
11.3	8.1	9.8	Other Mfg. Expense	12.1	15.6	17.6
0	1.4	1.1	Net on Tool Transactions	(.1)	(2.6)	.4
7.7	6.9	6.4	Selling Expenses	3.6	3.2	3.7
7.3	7.6	7.9	Administrative Expense	7.4	8.2	7.8
(.9)	4.6	11.4	Operating Earnings	.3	6.2	14.3
1.3	1.3	2.5	Other Income or (Expense)	(2.0)	.3	1.4
(2.2)	3.3	8.9	Profit Before Income Taxes	2.3	5.9	12.9
(.8)	0	2.2	Income Taxes	1.6	1.7	5.5
(1.4)	3.3	6.7	PROFIT AFTER INCOME TAXES	.7	4.2	7.4
221.4%	287.2%	234.1%	Sales as Percentage of Total Assets	280.6%	181.4%	251.1%
			Balance Sheets			
7.1	.3	14.4	Cash	.6	2.6	11.6
23.2	23.2	16.5	Accounts & Notes Receivable	35.2	22.2	26.3
21.4	22.6	15.4	Inventory	25.6	18.1	21.4
5.4	1.3	2.0	Other Current Assets	6.3	17.3	2.6
57.1	47.4	48.3	CURRENT ASSETS	67.7	60.2	61.9
11.2	14.1	11.4	Land & Buildings, at Cost	13.1	15.1	12.8
3.1	4.5	3.0	Depreciation Reserve	2.9	5	6.3
67.1	78.0	60.3	Machinery & Equipment, at Cost	33.4	64.2	61.2
40.6	38.1	23.7	Depreciation Reserve	18.8	36.9	35.3
8.3	3.1	6.7	Other Long-Term Assets	7.5	2.4	5.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
2.2	4.5	7.6	Current Portion of Term Debt	5.2	2.1	6.8
3.1	6.0	22.7	Notes Payable	5.1	9.5	14.4
16.4	23.3	11.5	Accounts Payable, Trade	32.0	16.1	13.6
20.4	12.0	7.1	Other Payables & Accruals	6.6	14.4	10.0
42.1	45.8	48.9	CURRENT LIABILITIES	48.9	42.1	44.8
13.5	6.8	3.0	Other Long-Term Debt	9.6	7.2	0
55.6	52.6	51.9	TOTAL LIABILITIES	58.5	49.3	44.8
44.4	47.4	48.1	EQUITY (NET WORTH)	41.5	50.7	55.2
			Statistical Data			
8.8%	16.3%	18.5%	Percent Change in Sales, '86 vs '85	(4.2%)	8.9%	2.5%
41.1	36.1	32.8	Cost of Sales/Inventory	37.5	42.8	42.2
38.2	29.5	25.7	Average Collection Period	45.8	44.7	38.2
(4.9%)	9.5%	20.8%	Profit Before Income Taxes/Assets	6.5%	10.7%	32.4%
(7.0%)	20.0%	32.6%	Net Income/Equity	4.7%	15.0%	33.7%

*PBIT less than 3.3 percent
**PBIT more than 3.3 percent

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

DEFINITIONS

1. **Accounts Payable, Trade**—Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement—usually payable within one or two months.
2. **Administrative Expense**—An expense related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.
3. **Buildings**—Factory buildings, store buildings, garages, warehouses and so on.
4. **Capitalized Lease Obligations**—The present value of future commitments for cash payments to be made in return for the right to use property owned by someone else.
5. **Cash**—Currency and coins, negotiable checks, and balances in bank accounts.
6. **Current Portion of Long Term Debt**—Long-term debt falling due within one year of the balance sheet date.
7. **Depreciation Expense**—the cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
8. **Depreciation Reserve**—The cumulative amount of the cost of long-term assets (land and buildings, machinery and equipment, and mold, tools, dies) that has been allocated to prior periods in measuring net income or to cost of production.
9. **Direct Labor**—Cost of labor, including fringe benefits, applied and assigned directly to the manufacture of a product.
10. **Direct Material**—Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
11. **Direct Packaging and Shipping Supplies**—Costs of supplies directly applied to the packaging and shipping of units of manufactured products to customers.
12. **Equity**—The difference between total assets and total liabilities.
13. **FIFO**—First in, first out method of inventory valuation under which ending inventory is computed from more recent purchases and cost of goods sold in computed from oldest purchases including beginning inventory.
14. **Finished Goods Inventory**—Completed but unsold manufactured products.
15. **Inbound Freight**—The cost of freight or shipping incurred in acquiring inventory.
16. **Indirect Labor**—A cost, including fringe benefits, of labor that is not directly applied to the manufacture of a product such as for foremen.
17. **Interest Expense or (Income)**—The difference between interest paid and interest received.
18. **Land**—Site at cost plus the cost of any undepreciable improvements.
19. **LIFO**—Last in, first out method of inventory valuation where the ending inventory is computed from cost of the oldest units and cost of goods sold is the cost of most recently acquired units.
20. **LIFO Reserve**—Current or FIFO historical cost of ending inventory less LIFO historical cost.
21. **Lease Expense**—The amount payable to the owner of an asset for its use during the period covered by the operating statement.
22. **Machinery and Equipment**—Machinery and Equipment, with life of more than one year, valued at cost.
23. **Marketable Securities**—Government bonds, or stocks and bonds of corporations which the firm plans to hold for a relatively short period of time and which can be bought and sold readily.
24. **Molds, Tools, Dies**—Molds, Tools and Dies with life of more than one year, valued at cost.
25. **Net on Tool Transaction**—The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
26. **Net Sales**—Sales (excluding tooling) at gross invoice amount less return allowances, freight paid for customers and discounts taken.
27. **Notes Payable including Bank Loans**—The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
28. **Operating Earnings**—Net sales less the total of all expenses listed on the questionnaire from outgoing freight to research and development expense inclusive.
29. **Notes Receivable**—Amounts due from customers or from others to whom loans have been made or credit extended, when the claim has been put into writing in the form of a promissory note.
30. **Other Current Assets**—Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.
31. **Other Expense or (Income)**—The difference between outlays and receipts on transactions (other than

receipt or payment of interest) not related to the primary purpose of the firm such as income or investments, gains or losses on sale of assets, etc.

32. **Other Fixed Factory Expense**—Costs, other than those included in questionnaire. that are not directly associated with identifiable units of a product such as property taxes, insurance, etc.
33. **Other Long-Term Assets**—Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
34. **Other Long-Term Debt**—Obligations (other than Real Estate Mortgages) having due dates, or maturities, more than one year after the balance sheet date.
35. **Other Payables and Accruals**—All current liabilities other than the three enumerated: current portions of long term debt, notes payable including bank loans and trade accounts payable.
36. **Other Selling Expense**—Selling expenses (other than sales commissions) including compensation of salesmen, traveling, advertising, etc.
37. **Other Variable Manufacturing Expense**—Expenses, not specifically called for in questionnaire that vary with level of output but cannot be identified with any particular unit of product, such as cleaning supplies, rags, work clothes, etc.
38. **Outgoing Freight**—The cost of freight or shipping incurred in selling inventory.
39. **Packaging and Shipping Supplies**—Inventory of supplies applied directly to the packaging and shipping of manufactured products.
40. **Profit After Income Taxes**—Profit before income taxes less Federal income tax and other income taxes.
41. **Profit Before Income Taxes**—Operating earnings less interest expense and other expense.
42. **Provision For Income Taxes Payable**—The estimated liability for income taxes accumulated and unpaid, based on the taxable income of the firm from the beginning of the taxable year to the date of the balance sheet.
43. **Raw Material Inventory**—Unused materials from which manufactured products are to be made.
44. **Real Estate Mortgages**—Mortgages on land and its improvements and buildings.
45. **Research and Development Expense**—Expenses for research—activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development—activities to translate research findings or other knowledge into a new or improved product, process or service.
46. **Sales Commission**—Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
47. **Trade Accounts Receivables**—Amounts due from customers from the sale of goods relating to prime activity of business.
48. **Utilities**—Includes the cost of power, fuel, water and sewers.
49. **Work-in-Process Inventory**—Partially completed manufactured products.

Procedure for Profits & Loss Statement

The median for each item in the P & L statement is computed. Since the median is used the deduction (addition) of all costs (income) from sales will not necessarily yield the median for net profits before taxes. All costs (income) are adjusted proportionately to yield the net profit before tax median. The adjustments are minor for any one item. Similarly, the medians for federal and state income taxes are adjusted to yield the calculated median net profit after income taxes.

Procedure for Balance Sheet

The medians of the individual assets are adjusted proportionately to total 100 per cent.

The median of the individual liabilities are adjusted proportionately so that when added to the calculated median for the net worth will total 100 per cent.

Definitions

Less Profitable—Consists of all firms whose net profit before taxes is less than the median.

More Profitable—Consists of those firms whose net profit before taxes is equal to or greater than the median.

ALPHABETICAL LIST OF PARTICIPANTS IN 1986 FINANCIAL AND OPERATING RATIOS SURVEY

A

ACRO Extrusion
Wilmington, DE 19809

Admo, Inc.
Schaumburg, IL 60193

Alamo Foam, Inc.
San Antonio, TX 78233

Allen Extruders, Inc.
Holland, MI 49424

Anaheim Custom Extruders, Inc.
Anaheim, CA 92806

Automatic Molded Plastics, Inc.
South Bend, IN 46619

B

Ball Unimark Plastics
Greenville, SC 29602

Bixby International Corp.
Newburyport, MA 01950

Blako Industries, Inc.
Dunbridge, OH 43414

Budd Company/Plastics Division
Madison, MI 48071

C

Cadillac Products, Inc.
Sterling Heights, MI 48077

CertainTeed Corp.
Valley Forge, PA 19482-0109

Chemcast Corp.
Madison Heights, MI 48071

Chili Plastics, Inc.
Rochester, NY 14624

Clearplass Containers, Inc.
Lyons, NY 14489

Como Plastics Corp.
Columbus, IN 47202-0387

Continental Plastics, Inc.
Triadelphia, WV 26059

Cowan Plastic Products Corp.
Providence, RI 82909

Crane Plastics
Columbus, OH 43216

Creative Pultrusions, Inc.
Alum Bank, PA 15521

Crosby Manufacturing Co.
Crosby, MN 56441

Crown Divisions
Wooster, OH 44691

Cyro Industries
Woodcliff Lake, NJ 07675

D

Dana Molded Products, Inc.
Arlington Heights, IL 60006

Delaware Valley Paper & Pkg., Inc.
Malvern, PA 19355

Diemolding Corp.
Canastota, NY 13032

Dimco-Gray Co.
Centerville, OH 45459

E

Eastern Steel Barrel Corp.
Piscataway, NJ 08854

Electro-General Plastics Corp.
Cleveland, OH 44120

F

Fabri-Kal Corp.
Kalamazoo, MI 49001

Fame Plastics, Inc.
Statesville, NC 28677

Fibergrate Corp.
Dallas, TX 75234

Fibernetics
Compton, CA 90220

Fibrex Corp.
Burlington, WA 98233

Fleck Co., Inc.
Auburn, WA 98002

FormPac Corp.
Sandusky, OH 44870

G

Gate Industries, Inc.
Lake Oswego, OR 97035

General Marble Corp.
Rancho Cucamonga, CA 91730

The Glastic Co.
Cleveland, OH 44121

Gordon Plastics, Inc.
Vista, CA 92083

Gougeon Brothers, Inc.
Bay City, MI 48707

H

Haysite Reinforced Plastics
Erie, PA 16509

Highland Plastics, Inc.
Pasadena, CA 91103

Hoffer Plastics Corp.
S. Elgin, IL 60177

Hopple Plastics, Inc.
Florence, KY 41042

Hughes Plastics, Inc.
St. Joseph, MI 49085

Huron Plastics, Inc.
St. Clair, MI 48079

I

I.B.S.
Sterling, VA 22170

Impact Extrusions, Inc.
Grand Prairie, TX 75053

Innovative Plastics
Orangeburg, NY 10962

International Reinforced Plastics, Inc.
Orangeburg, SC 29042

J

Jacobs Plastics, Inc.
Adrian, MI 49221

Jason Products Co.
Emeryville, CA 94068

K

Kurz-Kasch, Inc.
Dayton, OH 45401

L

Lakeland Tool & Eng'r., Inc.
Minnetonka, MN 55345

Leon Plastics
Grand Rapids, MI 49501

Lermer Packaging Corp.
Garwood, NJ 07027

Lexalite International Corp.
Charlevoix, MI 49720

Loes Enterprises, Inc.
St. Paul, MN 55103

M

Mankato Corp.
Mankato, MN 56001

Master Industries, Inc.
Ansonia, OH 45303

Menasha Corp.
Watertown, WI 53094

Mercury Plastics
Middlefield, OH 44062

MFG Justin Tanks, Inc.
Georgetown, DE 19947

Michigan Plastic Products Co.
Grand Haven, MI 49417

Mid-America Engineering & Fab. Co.
Fort Lupton, CO 80621

Miles Fiberglass & Plastics
Oregon City, OR 97045

Mobil Chemical Co.
Houston, TX 77032-2343

Molded Fiber Glass Co.
Ashtabula, OH 44004

Moldex, Inc.
Putnam, CT 06260

Moldtronics, Inc.
Downers Grove, IL 60515

Monarch Molders, Inc.
Dayton, OH 45409

Morrison Molded Fiber Glass
Bristol, VA 24201

N

National Plastics Corp.
Fort Wayne, IN 46825

Northwood Industries, Inc.
Traverse City, MI 49684

O

Oneida Molded Plastics Corp.
Oneida, NY 12421

P

Pacific Plastic Tech., Inc.
S.El Monte, CA 91833

Peerless Molded Plastics, Inc.
Toledo, OH 43615

Penda Corp.
Portage, WI 53901

Perfection Corp.
Madison, OH 44057

Petainer Development Co.
Atlanta, GA 30331

Phillips Mfg. Co., Inc.
Canton, MA 02021

Pine River Plastics
St. Clair, MI 48079

Placon Corp.
Madison, WI 53719

Plano Molding Co.
Plano, IL 60545

Plastec Products, Inc.
Fort Collins, CO 80524

Plastic Art Products
Greeley, CO 80631

Plastic Ingenuity
Cross Plains, WI 53528

Plastic Moldings Corp.
Cincinnati, OH 45214

Plastimatic, Inc.
Fairfield, NJ 07006

PLEXCO
Div. of AMSTED Industries, Inc.
Franklin Park, IL 60131

Polyfoam Packers Corp.
Wheeling, IL 60090

Polytainers, Inc.
Toronto, Canada M8Z 2R5

Portage Industries Corp.
Portage, WI 53901

Precision Custom Products, Inc.
DeGraff, OH 43318

Premix, Inc.
N. Kingsville, OH 44068

Prent Corp.
Janesville, WI 53547

Primex Plastics Corp.
Carson, CA 90745

Productive Plastics, Inc.
Mt. Laurel, NJ 08054

Profile Extrusions Co.
Hastings, MN 55033

Progressive Plastics, Inc.
Cleveland, OH 44135

Q

Quality Plastics Co., Inc.
Newberg, OR 97132

R

R & R Plastics, Inc.
Dayton, OH 45401

Rakar, Inc.
Oxnard, CA 93034

Recto Molded Products, Inc.
Cincinnati, OH 45209

Reed Plastics Corp.
Holden, MA 01520

Regal Plastic Co.
Kansas City, MO 64127

L.W. Reinhold Plastics, Inc.
Los Angeles, CA 90003

Robin II, Inc.
Markesan, WI 53946

Romeo Rim, Inc.
Romeo, MI 48065

Rostone Corp.
Lafayette, IN 47903

Royce Plastic Molding Co., Inc.
Indianapolis, IN 46226

R.P. Industries, Inc.
Richmond, VA 23235

S

Seaquist Plastics
Mukwonago, WI 53149

Smith Fiberglass Products, Inc.
Little Rock, AR 72209

Snyder Industries, Inc.
Lincoln, NE 68504

Southern Plastic Mold, Inc.
Anaheim, CA 92806

Southern Plastics Co.
Columbia, SC 29202

Spir-it, Inc.
Wakefield, MA 01880

Surf Chemical, Inc.
Hackettstown, NJ 07840

Sunbeam Plastics Corp.
Evansville, IN 47711

T

Techform, Inc.
Mt. Airy, NC 27030

Tech Pak, Inc.
Duval Division
Peabody, MA 01960

Tech-Way Industries, Inc.
Franklin, OH 45005

Teleflex Fluoroplastics. Inc.
Jaffrey, NH 03452

Tempo Plastic Co.
Burbank, CA 91503

Textek Plastics, Inc.
San Antonio, TX 78227

Thermoplastic Molders, Inc.
Oklahoma City, OK 73116

Tietz & Baur Plastics, Inc.
Melrose Park, IL 60161

U

United Southern Industries, Inc.
Forest City, NC 28043

V

Variform, Inc.
Kearney, MO 64024

Vermont Plastics, Inc.
Montpelier, VT 05602

Vernay Products, Inc.
Xenia, OH 45385

Vinyl Plastics, Inc.
Sheboygan, WI 53081

W

Web Plastics Co.
Richwood, OH 43344

Westlake Plastics Co.
Lenni, PA 19052

Wilden International Plastics, Inc.
Montpelier, VT 05602

Winzen International, Inc.
San Antonio, TX 78213

Witt Plastics, Inc.
Greenville, OH 45331

Woodland Molded Plastics Corp.
Broadview, IL 60153

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

1275 K Street, N.W.
Washington, D.C. 20005
(202) 371-5200

FINANCIAL AND OPERATING RATIOS SURVEY No. 25—1986

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF LESS THAN $10 MILLION

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1986 sales of less than $10 million (Raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-fifth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1986 were $10 million or more, call Diana Wright at SPI, (202) 371-5293 for a different questionnaire.

This survey covers statements for the calendar year 1986 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days × 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by April 30, 1987 to Mr. Tim Hand in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by April 30, 1987

Mr. Tim Hand
Conway-McCue Associates
Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

For purposes of classification and more meaningful analysis, please complete each of the following questions—

1. In 1986, what was your company's percentage change in net sales as compared to 1985?
   _____ % (plus or minus?)

2. In 1986, what was your Net Sales/Total Assets ratio? _____ %

3. Are the ratios as reported herein, based upon calendar year 1986 or closest fiscal year?
   ☐ Calendar year 1986
   ☐ Closest fiscal year ended _____ 19 ____
   MONTH

4. In 1986, what was the average number of employees (production, sales and administration) involved in plastics processing? _____ Employees

5. What was the percentage distribution of your 1986 sales by process type?

Injection Molding	_____ %	Reaction Injection Molding (RIM)	_____ %
Blow Molding	_____ %	EPS Sheet Extrusion	_____ %
Foam Molding	_____ %	Finishing/Decorating	_____ %
Compression/Transfer	_____ %	Reinforced	_____ %
Rotomolding	_____ %	SMC Molding	_____ %
Extrusion	_____ %	Fabricating	_____ %
Thermoforming	_____ %	*Other	_____ %
		Total	100%

*Other (describe): _____

6. Approximately what percentage of your 1986 sales were custom or proprietary?

Custom	_____ %
Proprietary	_____ %
Total	100%

7. In 1986, what was the percentage distribution of your sales according to end-use application?

Appliances	_____ %	Medical	_____ %
Construction (excl. pipe/fittings)	_____ %	Packaging	_____ %
Siding	_____ %	Toys	_____ %
Electronics	_____ %	Transportation	_____ %
Furniture	_____ %	*Other	_____ %
Housewares	_____ %	TOTAL	100%

*Other (describe): _____

8. In 1986, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $500,000	☐ $5,000,000 to $5,999,999
☐ $500,000 to $999,999	☐ $6,000,000 to $6,999,999
☐ $1,000,000 to $1,999,999	☐ $7,000,000 to $7,999,999
☐ $2,000,000 to $2,999,999	☐ $8,000,000 to $8,999,999
☐ $3,000,000 to $3,999,999	☐ $9,000,000 to $9,999,999
☐ $4,000,000 to $4,999,999	☐ $10,000,000 and over (see below)

If your plastics sales in 1986 were $10 million or more, you should be completing a different questionnaire. Call Diana Wright at (202) 371-5293 and ask for the large processor Financial & Operating Ratios Survey Questionnaire.

9. If you are a molder of SMC, please check here ☐.

10. If you are a custom sheet extruder, please check here ☐.

11. If you are a thermoformer, please check here ☐.

Thank you for your cooperation. Please return your completed questionnaire by April 30, 1987.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION 1986—FINANCIAL AND OPERATING DATA—1986

ASSET AND LIABILITY (BALANCE SHEET)DATA

All figures, to one decimal place, as percentage of Total assets)

Cash	_____
Accounts Receivable	_____
Inventory	_____
Other Current Assets	_____
TOTAL CURRENT ASSETS	_____
Land & Buildings	_____
Depreciation Reserve	(_____)
Machinery & Equipment	_____
Depreciation Reserve	(_____)
Other Long-Term Assets	_____
TOTAL ASSETS	100.0%
Accounts Payable	_____
Current Portion of Long-Term Liability	_____
Other Current Liabilities	_____
Notes Payable	_____
Other Long-Term Liabilities	_____
Net Worth	_____
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

Sales (Excluding Tooling)	100.0%
Less Adjustments & Allowances	(_____)
Net Sales	_____
Direct Labor	_____
Direct Materials	_____
Indirect Labor	_____
Utilities	_____
Depreciation	_____
Other Manufacturing Expense	_____
Net on Tooling Transactions	_____
Selling Expenses	_____
Administrative Expenses	_____
Other Expenses (Income)	_____
Profit before Income Taxes	_____
Income Taxes	_____
Profit after Income Taxes	_____

Please note that all information will be held in strict confidence.

Please return one copy of this questionnaire by April 30, 1987 to:

Mr. Tim Hand
Conway-McCue Associates
Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

1275 K Street, N.W.
Washington, D.C. 20005
(202) 371-5200

FINANCIAL AND OPERATING RATIOS SURVEY No. 25—1986

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF $10 MILLION OR MORE

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1986 sales of $10 million or more (Raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-fifth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1986 were less than $10 million, call Diana Wright at SPI, (202) 371-5293 for a different questionnaire.

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As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days × 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

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Mr. Tim Hand
Conway-McCue Associates
Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF $10 MILLION OR MORE
1986—FINANCIAL AND OPERATING DATA—1986

ASSET AND LIABILITY (BALANCE SHEET)DATA

All figures, to one decimal place, as percentage of Total assets)

Cash and Marketable Securities	_____
Trade Accounts and Notes Receivable	_____
Raw Material Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
Work in Process Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
Finished Goods Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
LIFO Reserve (if applicable)	_____
Packaging and Shipping Supplies	_____
Other Current Assets (Prepayments, other receivables, manufacturing supplies, spare parts, small tools, etc.)	_____
Land and Buildings (At cost)	_____
Depreciation Reserve	(_____)
Machinery and Equipment (At cost)	_____
Depreciation Reserve	(_____)
Molds, tools, dies (At cost)	_____
Depreciation Reserve	(_____)
Other Long-Term Assets (Capitalized Lease, Goodwill, etc.)	_____
TOTAL ASSETS	100.0%
Current Portion of Long-Term Debt (due within one year)	_____
Notes Payable including Bank Loans	_____
Accounts Payable, Trade	_____
Other Payables and Accruals	_____
Provision for Income Taxes Payable	_____
Real Estate Mortgages	_____
Other Long-Term Debt	_____
Equity (Net Worth)	_____
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

Net Sales (Excluding tooling)	100.0%
Outgoing Freight and Branch Warehousing	_____
Direct Materials (including inbound freight)	_____
Direct Packaging & Shipping Supplies	_____
Direct Labor (including fringe benefits)	_____
Indirect Labor (including fringe benefits)	_____
Utilities (Power, fuel, water, sewer)	_____
Other Variable Manufacturing Expense	_____
Depreciation Expense	_____
Lease Expense	_____
Other Fixed Factory Expense (Property taxes, insurance, etc.)	_____
Net on Tool Transactions	_____
Sales Commissions	_____
Other Selling Expense (Salesman's compensation, travel, advertising, etc.)	_____
Administrative Expense	_____
Engineering Expense (if not included in manufacturing or selling expense)	_____
Research and Development Expense	_____
Operating Earnings	_____
Interest Expense or (Income)	_____
Other Expense or (Income)	_____
Profit Before Income Taxes	_____
Federal Income Tax	_____
Other Income Tax (State, Foreign, Local, etc.)	_____
Profit After Income Taxes	_____

PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE

STATISTICAL DATA

Net Sales/Total Assets ..... _____ %
Net Sales/Average Number of All Employees ..... _____ $/employee
Productive Machine Hours/Total Available Machine Hours (assume 8,500 hrs. available per yr. per primary machine) .... _____ %
Net Sales/All Employees Man Hours ..... _____ $/man hr.
Net Sales/Total Employment Costs (Salaries, Wages, and Fringe Benefits) ..... _____ %
Net Sales/Production Worker Man Hours (Hourly-paid employees assigned to manufacturing) ..... _____ $/man hr.
Net Sales/Production Worker Employment Costs (Hourly-paid employees assigned to manufacturing) ..... _____ %
(Net Sales minus Cost of Materials)/lbs. processed ..... _____ $/lb.
Total Manufacturing Payroll/lbs. processed ..... _____ $/lb.

To provide the plastics processing industry with some historical idea of sales growth at the processor level annually, please answer question 1.

1. In 1986, what was your company's percentage change in net sales as compared to 1985? _____ % (plus or minus?)

2. Are the ratios as reported herein, based upon calendar year 1986 or closest fiscal year?
   - ☐ Calendar year 1986
   - ☐ Closest fiscal year ended _____ 19____
     MONTH

For purposes of classification and more meaningful analysis, please complete each of the following questions—

3. In 1986, what was the average number of employees (production, sales and administration) involved in plastics processing?
   _____ Employees

4. What was the percentage distribution of your 1986 sales by process type?

Injection Molding	_____ %	Reaction Injection Molding (RIM)	_____ %
Blow Molding	_____ %	EPS Sheet Extrusion	_____ %
Foam Molding	_____ %	Finishing/Decorating	_____ %
Compression/Transfer	_____ %	Reinforced	_____ %
Rotomolding	_____ %	SMC Molding	_____ %
Extrusion	_____ %	Fabricating	_____ %
Thermoforming	_____ %	*Other	_____ %
		Total 100	%

*Other (describe): _____

5. Approximately what percentage of your 1986 sales were custom or proprietary?

Custom	_____ %
Proprietary	_____ %
Total 100	%

6. In 1986, what was the percentage distribution of your sales according to end-use application?

END USE

Appliances	_____ %	Medical	_____ %
Construction (excl. pipe/fittings)	_____ %	Packaging	_____ %
Pipe and Fittings	_____ %	Toys	_____ %
Siding	_____ %	Transportation	_____ %
Electronics	_____ %	*Other	_____ %
Furniture	_____ %	Total 100	%
Housewares	_____ %		

*Other (describe): _____

7. In 1986, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $1,000,000	☐ $15,000,000 to $19,999,999	☐ $35,000,000 to $39,999,999
☐ $1,000,000 to $4,999,999	☐ $20,000,000 to $24,999,999	☐ $40,000,000 to $44,999,999
☐ $5,000,000 to $9,999,999	☐ $25,000,000 to $29,999,999	☐ $45,000,000 to $49,999,999
☐ $10,000,000 to $14,000,000	☐ $30,000,000 to $34,999,999	☐ $50,000,000 and over

8. If you are a molder of SMC, please check here ☐ .

9. If you are a custom sheet extruder, please check here ☐ .

10. If you are a thermoformer, please check here ☐ .

Thank you for your cooperation. Please return your completed questionnaire by April 30, 1987.

Please return one copy of this questionnaire by April 30, 1987 to:

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FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
355 LEXINGTON AVENUE, NEW YORK, N.Y. 10017